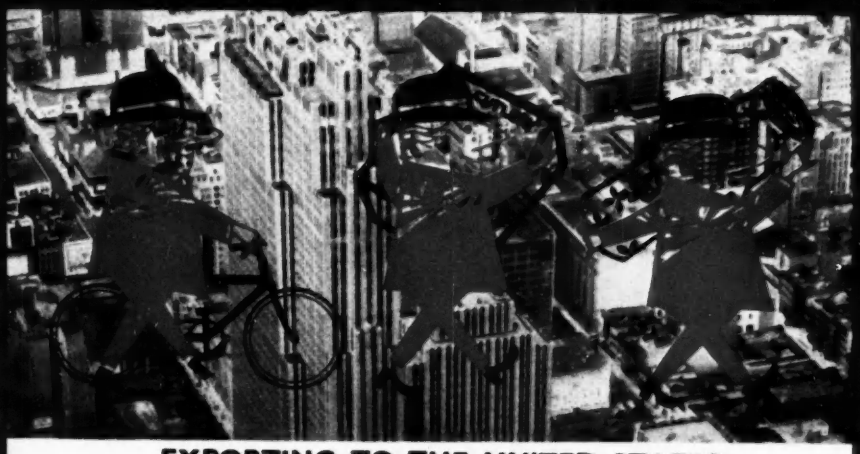

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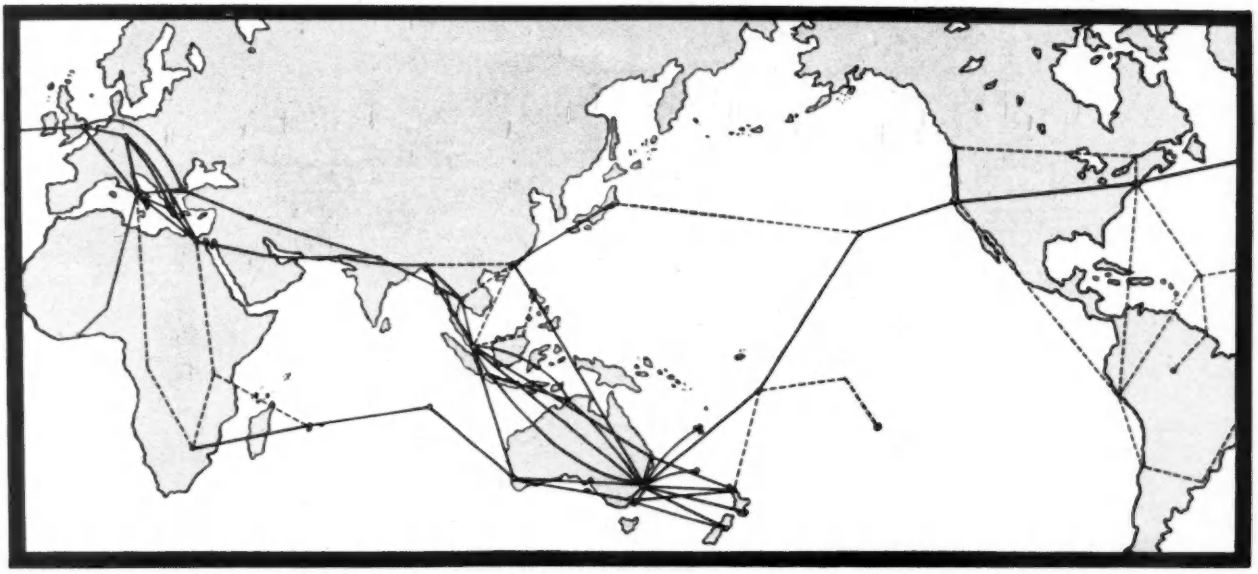

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Exporting to the United States — 1

It's a Big Country

By Malcolm Gale, Counsellor (Commercial) at H. M. Embassy, Washington

An air photograph of the City of Washington D.C. Beyond the Jefferson Memorial in the foreground is the wide avenue leading up to the White House with the Washington Monument obelisk to the right.

This article and the one that follows entitled 'The Eastern United States' are the first of a series that will appear in consecutive issues of the Board of Trade Journal on the general theme of the United States as a market for British goods. They are appearing in advance of a seven-week tour of Britain, beginning October 21, by six of H.M. Commercial Officers in the United States who will be talking to businessmen individually about the prospects for exporting their goods to the American market. If you wish to make an appointment to meet one of these Officers and have not already applied in response to earlier publicity, you should approach the nearest office of the Board of Trade or send your inquiry to Room 5366, Board of Trade, Horse Guards Avenue, London, S.W.1, to establish whether any appointment time is still available.

THE AVERAGE ATLAS does not really do justice to the United States. It is only when the distances by air between principal cities are calculated and compared with those of the Old World, that the sheer size of the country becomes apparent. For instance, a flight from New York to San Francisco is a journey of 2,587 miles, the distance from London to Baghdad. From Washington to Dallas, Texas, is 1,183 miles, or more than the distance from London to Tunis. From New York to Chicago is a mere 740 miles, almost the same as London to Madrid. Formerly, these distances represented a redoubtable obstacle to any traveller, but today the country has shrunk to a remarkable extent by the use of jet aircraft. This is an era far removed from the pioneer wagons and the huge transcontinental steam locomotive.

It is customary to talk of the United States as a market, but it is, in fact, a series of markets, differing slightly one from another on account of climatic, ethnic, geographic and industrial variations. The extent and distribution of these markets, the standard of living which prevails in the United States and the rewards which the market, as a whole, can offer, are therefore worthy of a good deal of thought.

The total population of the United States is today some 189·7 million. Of this figure, slightly more than 70 per cent is urban. The population continues to expand at the impressive annual rate of close to three million, which is about six per minute. Imagine the creation of nearly three Birminghams each year, with the corresponding outlet for both capital and consumer items.

The main markets for such goods are, to a large extent, concentrated in clearly defined areas in cities or towns, many of which, especially in the North East, the Middle West and parts of California, are almost inter-connected by the ever-increasing spread of the suburban and dormitory areas which serve each urban unit. These loosely inter-connected residential tracts and towns are sometimes known as 'strip cities', the most important of which lies between Washington, DC, in the south and Boston in the north. The centre of this area is, of course, New York, a trading and banking colossus which finances almost 75 per cent of the foreign

It's a Big Country (*Continued*)

trade of the United States. Some 40 million tons of cargo, representing approximately 40 per cent by value of all United States trade, moves through this port. South of New York lies Philadelphia, which with its suburbs has more than 4,500,000 inhabitants and is now the largest United States port in terms of international tonnage. Shipments to Philadelphia from Britain were valued at over $40,000,000 last year. Within the greater metropolitan area are some 8,000 factories while industry, including the production of 24 per cent of all United States steel, is spread through the large and small towns in the State of Pennsylvania.

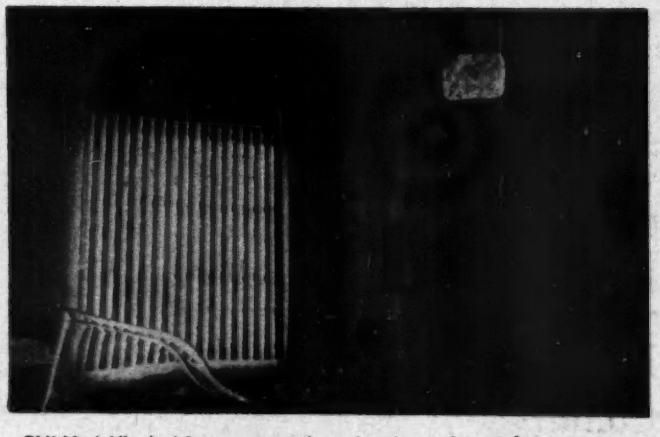
Although Washington, as the capital city, has little in the way of industry, greater Washington, including the suburbs in Maryland and Virginia, carries a population of over two million. The median family income of over $7,500 per annum is the highest of any urban area in the country.

The whole of this north eastern 'strip' enjoys a high standard of living. It is the largest urban concentration in the United States as, according to the figures of the 1960 census, the Washington to Boston population was 31·5 million or 17·5 per cent of the total United States population at that time.

The next most important concentration of both population and industry is in the Middle West which, for the purpose of this article, can be considered as comprising Ohio, West Virginia, Kentucky, Indiana, Michigan, Illinois, Wisconsin, Iowa, Minnesota, and the North and South Dakotas. This region covers an area approximately equivalent to that of France, West Germany, Italy, Switzerland, Austria, Denmark, the Netherlands and Belgium combined, and it carries a population of approximately 50 million people. As a glance at the map will show, there is a concentration of both large and small towns in the Middle West, all of which depend on industry and many of which can be seen as clearly defined 'strips.'

Metropolitan Chicago, centre of this dynamic area, has a population of some seven million. Some idea of the economic and industrial strength of this city can be gained if one considers that the 'national income' of the metropolitan area was some $26 billion in 1962, almost equivalent to the 'national income' of Italy. Steel production in the same area amounted to 19·2 million tons in 1962, compared with our own figure of 20·5 million tons.

Detroit, with its huge industrial complex revolving around the automobile factories, dominates an area of heavy industry and vast energy. Cleveland, capital of another industrial zone, serves as a distributing centre for a manufacturing hinterland of huge capacity which reaches as far as West Pennsylvania. Cleveland and the rest of the industrial concentration south of the Lake, share the same vigorous disposition which is to be found in Chicago and Detroit.



EMI Mark VI television camera and monitor in newborn infant nursery at La Puente Valley Community Hospital, California. The baby is seen cradled at bottom left.

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Front Cover Photograph

Six of H.M. Commercial Officers from the United States begin a tour of the United Kingdom next month to talk to manufacturers and traders about increasing exports to Britain's largest single market. The first two of a series of articles about trading with the United States appear in today's issue.

It's a Big Country (*Continued*)

The Industrial Heart

The Middle West is the industrial heart of America, the supplier of steel, machinery, machine tools, cars, lorries, household appliances and other manufactured products, many of which have a world-wide reputation. There are plenty of openings, therefore, for machine tools, for components and also for consumer goods, including luxuries. Employees live well, as the average net annual incomes (after taxes) of skilled workers in Cleveland and Detroit last year were $6,953 and $7,286, respectively.

There is also tremendous drive and energy in California. The 'strip' from San Francisco in the north to San Diego in the south carried a population of 13·6 million in 1960, or 7·6 per cent of the United States total, an increase of 51·2 per cent compared with 1950. Immigration from other States of the Union continues to swell this figure.

California could be described as the outdoor State due to its favourable climatic conditions. It has, therefore, attracted aircraft, electronics, light engineering, clothing and many other industries which result in considerable prosperity. It is one of the best markets for our sports cars, and it also represents a challenge to manufacturers of tools, machine tools, components, boating equipment, car accessories and luxury consumer goods.

To the uninitiated the name of Texas invokes an image of ranches, herds of cattle, cowboys, Comanche Indians, Texas Rangers, the Colt ·45 frontier model – 'The Gun that won the West' – and finally, oil – a lot of oil. Today, the same robust spirit that forged a living from a virgin territory twice the size of France, still continues to build this state.

Vast financial and industrial empires, founded on land, on cattle, on oil and petrochemicals and on engineering and general industry, continue to grow. Oil still plays a large part in the state's economy. The estimated value at the well head, of oil and natural gas produced in Texas in 1962, was $3,952,000,000. The Space Age has touched Houston, and new industry is moving into many towns. In the first six months of the year, 135 new industrial plants were built in Texas. The most prosperous area in the State is the triangle constituted by Lake Charles, Houston, San Antonio, Fort Worth and Dallas. The population of these cities was 4·6 million in 1960, an increase of 43 per cent compared with 1950. The whole area is in a state of rapid development and of rising prosperity, and in many cases would repay a visit by British businessmen.

Within the scope of this article, there is not sufficient space to provide a full description of the remaining urban and market concentrations. There are other important areas, including the Pacific North-West, the agricultural Mid-West and the Southern or Dixie States which are also developing, but on a percentage of population basis, Florida is the most spectacular of all. Between 1950 and 1960 the population of this state rose by 96·5 per cent. This remarkable increase was due to the attraction which Florida offers to retired people and tourists, and to the numbers of engineers and specialists required by the space, electronics and other industries which are being established in this State.

Migration to the West Still Continues

The vast population of the United States is forever on the move, and the migration to the West has never really ceased. Despite growing automation, rising industrial output has resulted in a greater concentration of population in the industrial urban areas. If this process continues, and there is every likelihood that it will, it may reduce to less than 25 per cent the population of the rural districts. It must not be thought, however, that farming is being neglected. The net income per farm in 1962 reached a record figure of $3,500 which was 4 per cent above the preceding year.

Although the farm population continues to decrease, the productivity of farm workers is rising, as larger equipment and increased mechanization are applied to more and more operations. Other technological advances, such as hybrid seeds and animals, fertilizers, pesticides, and weed inhibitors, all increase the output per man hour and tend to reduce the number of hands which are required to feed the nation. This trend widens the market for agricultural equipment and for any items which can save manpower on farms and in rural areas.

The gradual drift of the population towards the urban 'strips' will have an important bearing on future marketing problems and on the general standard of living. The industrial worker enjoys a high wage and, living in close proximity to stores and suburban shopping centres, is more likely to spend, or rather, his wife is more likely to spend, a large percentage of the family income on creature comforts, consumer goods and consumer durables. The increase in the urban population will also simplify distribution problems and define the various regional markets of the United States even more clearly than today.

The present standard of living in the United States is impressive. It is, in fact, the highest in the world, and today it continues to rise twice as fast as in the early post-war era. A good yardstick for this standard is the *per capita* 'disposable' income in the entire United States, (i.e. net income after deduction of all personal taxes) adjusted by changes in the level of prices. Since the last month of 1962 this figure has been slightly in excess of $2,000 *per capita*; the latest figure is $2,035.

The highest standards of living are usually to be found in the suburbs. The following figures of median family income in suburban cities are revealing:

Shaker Heights, Ohio (Cleveland area)	$13,933
Wilmette, Ill. (Chicago area)	$13,661
Highland Park, Ill. (Chicago area)	$13,007
Edina, Minn. (Minneapolis area)	$12,082
Beverley Hills, Calif. (Los Angeles area)	$11,977
Upper Arlington, Ohio (Columbus area)	$11,915
Ridgewood, N.J. (New York City area)	$11,207
Park Ridge, Ill. (Chicago area)	$11,187
Rockville Center, N.Y. (New York City area)	$10,922
Birmingham, Mich. (Detroit area)	$10,723

These figures, the latest which are available, refer to the standard in 1959. Since then they have increased appreciably.

There is evidence of greater prosperity and more money to spend on new homes, bowling alleys, golf courses, and stores, in the expansion of available services and in the millions of cars which are on the roads. The market's ability to consume more durables has increased sharply in recent years. Between 1950 and 1962, 48·4 million cars, 51·9 million television sets, 30·8 million washing machines and 12·6 million air conditioners were produced and sold.

Sports and pastimes also involve expenditure which, by our own standards, are quite fabulous. For instance, the sale of home organs in 1962 exceeded $160 million. In the same year retail sales in the boating industry were estimated to be $2,506 million and the retail sales of bicycles, mostly for children, were nearly $150 million. Children are an important factor in the national economy, as the sales of United States toy manufacturers rose from $992 million in 1961 to $1·1 billion in 1962, when the retail sales of children's clothing exceeded $3·9 billion.

The Housewife is the Big Spender

The average American housewife spends between 76 per cent and 85 per cent of the family income each year and therefore has considerable influence in dictating what the factories must make and what the retailers must sell. In all, the American housewife is a remarkable woman. She 'breakfasts' the family, drives her children to school, and often her husband to his work or station, does the shopping, cooks the meals, cleans and runs the house, washes the clothes – in an automatic washing machine – often collects her family in the evening and finds time for social reunions and charitable work. Her activities and her influence on the choice and styling of goods are recognized by Madison Avenue, the hub of the advertising world, by the manufacturers of food and consumer articles and by retail outlets throughout the Nation. The advertising of most consumer goods is therefore designed for her and directed at her. Consequently, much attention is paid to packaging.

The average American family purchases food and other goods in more than 2,500 packages each year. The housewife's decision to purchase is usually, when she is not seeing a known brand, the result of the appearance of the package. Between 70 and 90 per cent of impulse buying by families of average means is, according to experts, the direct result of attractive packaging.

(*Continued on next page*)

It's a Big Country (*Continued*)

United States manufacturers of packaged products are acutely aware of this fact.

The housewife sees to it that her family eats well. She buys most of her supplies at supermarkets which are responsible for 72 per cent of American retail grocery business. The annual turnover of these chain stores represents $36,500 million. The standard of food is high and so are the quantities. Americans eat 29 per cent of all the meat consumed in the world which includes an annual *per capita* consumption of 67 pounds of beef. They also manage to dispose of 695 million gallons a year of ice cream. In addition, both to reinforce and compensate for the food they consume, they have an annual bill of about $425 million for vitamin pills and $120 million for reducing aids. But not all of them count their calories, as the total consumption of all spirits exceeded 242 million U.S. gallons in 1961.

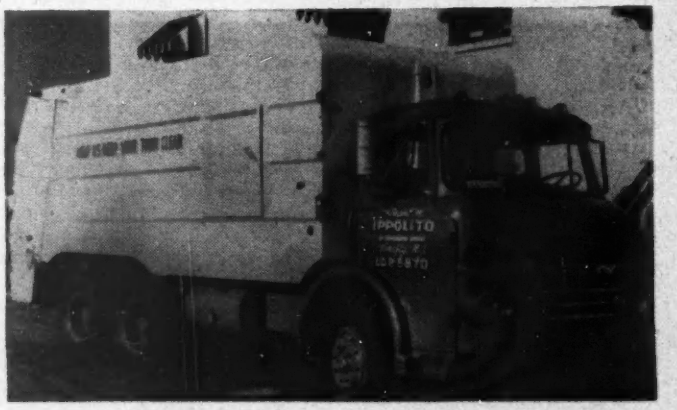
Travel, especially to Europe, has made many Americans quite enterprising when it comes to food, so they are now spending more on satisfying their growing epicurean tastes. There is, therefore, a large and only partially satisfied market for imported speciality foods. The French and Italian food and cheese industries have been quick to take advantage of this trend and imports of Continental foodstuffs and also of lager beer are rising rapidly.

The Motor-Car Nation

The American economy would come to a halt without the motor car, not only on account of the prosperity generated during its manufacture, but also because cars are the key to the growing trend towards suburban living.

At the present moment there are approximately 64 million cars on the road, of these 3,287,000 were registered during the first six months of this year. A current survey has shown that 8·4 per cent of households recently visited by officials of the Census Bureau indicated that they planned to buy a new car next year. Detroit, therefore, confidently expects that 1964 will be a 'seven million car year'. This will result in a further net increase in the number of cars in service, as 'scrappage' fluctuates between 4·8 and 5·2 million units per year, thus providing a solid base for sales to keep pace with the growing population. The car is an important factor in rural, urban and suburban life. Without this means of transportation workers would not reach factory, shop and office and the suburban living and therefore the large suburban shopping centres could not exist. The importance of cars in daily living and the planning necessitated by their numbers can be appreciated by the large parking areas which surround each factory and shopping centre and by the amazing super highway systems and the cloverleaf junctions, which are a feature of most important towns and high speed roads.

A recent survey showed that the number of multi-car households in the United States increased from 4·1 million in 1954 to 7·9 million in 1962, a rise of 90 per cent. More than 50,750,000 cars are owned by 42 million households, or 77 per cent of all families. At least 40 per cent of the households which own two or more cars are in the suburbs.



Leyland Motors refuse collector in use in a New Jersey Town.

Americans are earning more money than ever before. They are better fed, housed and clothed than at any time in the past. Last year women spent $11·4 billion on their clothes. A record number of Americans hold jobs, although unemployment persists as a problem. Consumers are spending their money freely and, what is more important, are spending it on goods; the spending on services, although continuing to grow, is rising at a slower rate. The United States is a flourishing and very prosperous country.

How to take Advantage of the Market

To take advantage of the many openings which are available, in such a market, the first step is to approach H.M. Commercial Services, either through the Export Services Branch of the Board of Trade, or by a letter to the Commercial Department, British Embassy, Washington, DC. In either case, the firm should be able to provide full details of its product, 24 illustrated folders and an equal number of price lists *in dollars* both f.o.b. and c.i.f. at an East Coast port. These figures are required in order to calculate the duty paid landed cost, as the average American buyer will wish to know the price of the merchandise, in dollars, delivered to his warehouse; this is the service he expects from his domestic suppliers.

The initial survey which will then be made by the Commercial Department through some or all of the twenty posts in the United States, will give the manufacturer some idea of the possible acceptance of his product in the market, the area in which it is likely to be most successful and the local or national competition which must be faced. In this connection, it may be necessary to point out to the firm some aspects of styling, quality, performance, service and cost which must be met in order to ensure good results. This may apply, in particular, to some consumer goods. When considering their sale in the United States, it is worth remembering that unless an imported article enjoys a unique position in respect of status appeal, quality, performance or novelty, which is not duplicated by domestic counterparts, then price will be the key to its success in this most price-conscious market.

Provided that the inquiries have shown that there should be a good demand and potential agents or distributors have expressed interest, then a director of the firm should visit the United States, fully prepared to develop an overall marketing strategy. The visit would enable him to make a full assessment of the competition, to identify the predominant companies in the market, the total sales volume and the share of the market held by each and the broad plans which his competitors may have for strengthening their hold on the market. In certain cases his survey may necessitate the employment of a market research specialist, but the official services should be able to assist a British visitor to find the answers to many of the questions involved. The final step will be the nomination of a local representative.

An agreement with an agent or distributor should only be concluded after careful inquiries have been made, as many firms may claim that they can cover the entire United States market. Some of the larger and more reputable firms may be equipped to provide such service, through branches, a network of distributors or their own salesmen, but the tentacles of others may not extend very far from the 'strip' area in which they are located.

In the case of some consumer goods it is preferable, depending on the production facilities of the firm, to nominate an agent for a specific area and then to undertake test marketing in a representative urban zone to gauge the acceptance of the product. The breadth of the ultimate marketing plan will depend firstly, on the results of the test marketing and secondly, on the ability of the manufacturer to meet any subsequent demand which might arise.

Should the initial survey show that the market for a product is likely to be large, then, as an alternative to nominating an agent, a British firm should give careful consideration to the establishment of a relatively autonomous branch in the United States to control its sales on a nation-wide basis. While it is possible to export, to a limited extent, without such local management, no firm is likely to make an outstanding success in the United States market without

It's a Big Country (*Continued*)

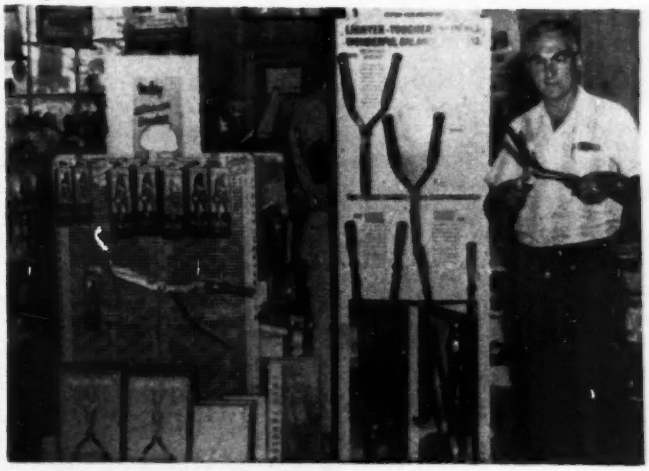
strong representation in the form of one or more of their own men. There are many examples to prove the wisdom of such a move. Even then, visits by directors from the parent company to important customers or regional distributors will amply repay the time and the money involved.

Visits are Important

Such visits are important; an essential ingredient for success in the United States market is personal contact. The value of this cannot be overstressed. In almost every case, whether it be the nomination of a large distributor or the signing of a sizeable order with an important firm, the mission should, if possible, be undertaken by a director or a senior official of the British company. To maintain a healthy and expanding market, visits must be repeated again and again. The Americans are friendly, warm-hearted and hospitable, so a businessman should, if possible, be accompanied by his wife on some of his tours of the United States. The friendships and personal relationships which are often forged as a result of such visits, can pay rewarding dividends both human and commercial.

For some consumer articles, advertising is essential if they are to make deep penetration into the market. Interesting success stories in this connection are contained in an article by Commander Edward Whitehead of Schweppes, which will be published in the *Board of Trade Journal* during the ensuing weeks. Advertising can, of course, be started on a small scale and confined to a limited marketing area, but if the product is successful, is a consumer item, and can be launched on a national scale, then the outlay may increase considerably as the marketing area and the sales expand.

Earlier in this article I mentioned that advertising in respect of most consumer goods is designed for and directed at women. A glance at the 'commercials' on any United States television programme and at many United States publications, will confirm this fact. The advertising of certain volume consumer products involves heavy expenditure. For instance, Procter & Gamble, the manufacturer of soaps, washing powders, etc., spent the astonishing sum of $120 million on advertising last year, of which $112 million was allocated to television and $7·7 million to magazines and newspapers. General Foods, another large client of Madison Avenue,



Display of Wilkinson Sword (International) Ltd., garden tools at Lafayette, California.

spent $61 million on advertising in 1962 of which $41 million went to television and $19 million to newspapers and magazines. Each dollar spent on the general average of advertising is now divided among the following media: newspapers 31 per cent, posters 26 per cent, mail circulars 16 per cent, television 14 per cent, magazines 8 per cent, and radio 6 per cent. Total advertising expenditure in the United States was almost $12.3 billion last year. For certain items, television and radio advertising have a marked influence on sales, as more than fifty million families have at least one television set in their homes, while fifty-two million families own at least one radio set.

The advertising of machinery, equipment, boat supplies, sporting goods, electronic equipment and some other items can be undertaken in trade papers and speciality magazines. The Board of Trade can supply appropriate lists.

At the same time, vertical fairs offer another method of advertising products to the trade, to buyers and to specialist users and of making valuable contacts. Each year a number of important vertical fairs are held in the United States, covering such items as machine tools, electronic components, instruments, engineering equipment, contractors' plant and speciality products, including food. A list of these can always be obtained from the Exhibitions, Publicity and Fairs Branch of the Board of Trade. By our own standards, participation in these Fairs is expensive but if the article has been specifically designed to meet the conditions of the United States market or if it offers marked technical or price advantages, then it is likely that the exhibitor will achieve results which will reward his effort and expenditure. If a technical article is being exhibited, it is essential that officers of the firm, well versed in the product and in its application, should be on duty at the stand, as American buyers are likely to ask penetrating questions.

Finally, a word on delivery. The American businessman whether he be a manufacturer, wholesaler, retailer, or a contractor providing services, is accustomed to prompt delivery from domestic factories. It is therefore most important that any exporter to the United States should ensure that orders are delivered promptly or, preferably, ahead of time; that the shipments live up to our reputation as a producer of quality goods and that the packing will withstand the rigours of the journey. Any American factory which is buying components requires to know that an adequate supply is in the pipeline to ensure continuity as, due to the high cost of labour, any variation in the supply of parts can cause severe financial losses. The same applies to deliveries of plant and equipment, the arrival of which is usually tied to production schedules.

It *is* a big country. The market is vast and expanding and it offers a wide field to almost all comers. Surely it must be a challenge to every imaginative and progressive director who is not afraid to embark, like some of the merchants of bygone days, on an enterprise where the rewards can be so great?

MARKET SURVEYS OF THE UNITED STATES

A special Supplement to the 'Export Service Bulletin' was published on July 15 in connection with the Tour of Britain by six of H.M. Commercial Officers in the United States, referred to on page 541. The Supplement carried market reports on:

Electronic Precision Measuring Equipment
Equipment for Pleasure Boats
Footwear
Industrial Food Processing Machinery
Laboratory Equipment
Machine Tools
Marine Engines for Pleasure Boats
Materials Handling Equipment
Medical Electronic Equipment
Men's Clothing – Outerwear
Packaging Machinery
Plastics Injection Moulding Equipment
Shoe Making Machinery

Three further market surveys prepared for the tour on

Agricultural Equipment
Pumps
Textile Machinery and Accessories

appeared in a further Supplement to the 'Export Service Bulletin' published on August 2. Inquiries for copies of any of the above surveys should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

The Eastern United States

This article was written by the Commercial Department of the British Embassy, Washington, in collaboration with the Consulates General at New York, Philadelphia and Boston.

A striking view of the section of the Port of New York taken at dusk. *Photo: Port of N.Y. Authority.*

NEW YORK has for so long been the principal market place for imported goods into the United States, and the leading city in so many fields which attract the attention of the world press, that it is often found that the image of this City and State has become distorted in the eyes of British visitors. Many who come to the United States for the first time and whose knowledge of the United States as a whole is not extensive, hold one or other of two contrasting views: either they regard New York as the beginning and end of their United States tour, or they avoid it and direct their attention only to the less saturated markets inland.

The first view is based on the recognition that from this City 75 per cent of the United States foreign trade is financed, and that the majority of the leading United States companies either have their headquarters here or at least an office from which their international divisions are operated. This view is made more prevalent by the relative accessibility of New York to the United Kingdom and the excellent air and shipping facilities which the City provides.

On the other hand, the comparatively slow, if steady, rate of growth of New York State compares unfavourably with the alternative openings which appear from statistical studies in such areas as the industrial Middle West and the West Coast of the United States and, in consequence, some visitors have been encouraged to avoid the highly competitive and sophisticated New York market and to concentrate their efforts almost exclusively on the other markets of the Union.

A correct assessment of New York's importance probably lies somewhere between these two extreme views. New York City and the adjoining Metropolitan and State areas do not represent the whole of the United States and indeed the distance by land between New York and San Francisco is about the same as that from Southampton to New York and in terms of freight is, of course, much more expensive. It is, however, true that the State is the leader in many fields of endeavour, acknowledged in such fields as fashion, publishing, advertising, music, art and drama.

In 1962 arrivals and departures of ships from New York harbour totalled 26,000, an impressive figure indeed when compared with the total number of ocean going ships in the world. The Port of New York handled in 1962 some 40 million tons of cargo and it currently operates 755 miles of waterfront. It is estimated that about 40 per cent of the value of all United States trade moves through this port, as well as almost one million passengers per year. The Port Authority is also responsible for the operation of the major airports, Idlewild, La Guardia and Newark, which together catered to some 16 million passengers, domestic and international, last year.

It is because of the importance of New York City as a financial centre that most of the leading companies in the United States, including the large oil interests, have centred their international operations in the City and vicinity.

The very effective coverage which New York City receives as the centre of the national press, and the image of the United States created by the very active Madison Avenue advertising enterprises has, however, tended to obscure the individual importance of New York State, as a whole. New York State, in fact, extends from the Atlantic Ocean to the Great Lakes and covers 49,576 square miles, an area only very slightly less in size than that of England.

Leads the Apparel Industry

In manufacturing, the State leads in the apparel industry which employed 18 per cent of all New York factory workers in 1961. It is estimated that the manufacture of women's dresses, coats and blouses in New York represents 46 per cent of the United States total output in these goods. In terms of value, printing and publishing ranks as the leading industry in the State, with approximately one quarter of the nation's printing and publishing, totalling an annual figure of $2.5 billion. The apparel industry was a close second, in 1961, with a turnover of just over 2,300 million dollars. In terms of employment the following table will give an indication of the relative importance of different activities.

No. of Employees at March 15, 1962	Activity
823,316	Retail trade.
506,211	Finance and banking.
330,440	Apparel and related clothing industry.
230,243	Construction.
189,353	Electrical machinery.
175,574	Printing.
158,929	Metals and metal products
142,832	Machinery, other than electrical.

New York is perhaps the largest urban shopping centre in the United States. Within the City boundaries the department stores are becoming more important as outlets for medium and better quality merchandise. Not only do they continue to offer competition which the smaller speciality stores find difficult to meet, but many of the main stores have become chains and have set up large shopping centres as part of suburban development.

Thus Macy's, the largest store in the world and typical of one serving the popular market, has six branch stores in the New York area. The Macy Corporate Buying Division at 1314 Broadway, New York 18, is the buying office for 38 department stores located throughout the United States. R. H. Macy & Co. of 52 Conduit Street, London, W.1, represents the group in London.

Bloomingdales, as an example of a department store which tends to restrict its merchandise to medium and better quality stores, has its main retail outlet centrally and has four branches in suburban areas. It is one of the group of stores that buy through the Associated Merchandise Corporation of New York, which has buying offices throughout Western Europe and whose London office is in A. M. Corporation at 62/64 Brook Street, London, W.1.

The Eastern United States (*Continued*)

There are about 25 large department stores in New York City and a total of about 125 in surrounding areas. Most of these are represented directly or indirectly in London. British manufacturers may wish to note that a list of London buying houses representing United States stores may be obtained from the Board of Trade, Export Services Branch. The Export Services Bulletin of 25th July, 1960, Supplement 30, 60 gave particulars of when and how to offer specific merchandise to United States Department stores.

All American businessmen attach much value to exhibitions, shows and conventions. There is great competition among the leading cities of the country and among their hotels for the honour of being host to a convention, which usually changes its *venue* every year, but New York leads all other cities in the number and variety of trade shows and conventions held throughout the year. There are, in fact, in this City about 180 major shows catering for all categories of trades and manufactures. Most of these are national and not international in character but a few are known throughout the United States and attract a large number of visitors from all over the country. The most important exhibitions are open to participation by British manufacturers and, although the cost of participation, like nearly everything else in New York, is high, many British exhibitors have found that participation in New York, or elsewhere, provides them with a first introduction to the United States market and a useful means of meeting agents, dealers, distributors and buyers in their particular fields. Of the overseas manufacturers, the Japanese are constantly in the foreground in taking advantage of exhibition opportunities and it is largely because of their constant attendance at all shows where foreign exhibitors are permitted to expose their wares, that Japanese products have gained so firm a foothold in the United States. With a few notable exceptions, British manufacturers have tended to fight shy of the high costs involved in making use of this medium of exposure and it is thought that many opportunities have been lost through this policy. A list of recommended exhibitions and conventions held regularly in New York is available at the Board of Trade, as indeed are particulars of official assistance which the Board of Trade and Consular commercial officers in the United States are prepared to give to manufacturers who may wish to use this avenue of approach to the United States market.

To the industrial manufacturer in England, New York State offers an interesting market for industrial components, instruments and semi-manufactures of all kinds. Not only are the buying offices of many of the largest groups in the country located there, but there are also very numerous small firms within the State whose needs could be provided more cheaply by manufactured components from England than from some of the more remote areas of the States. There is no evidence of any marked nationalistic or Buy American sentiments, (except in official procurement by the State and municipal authorities). Indeed it can be said that the New York manufacturer is more internationally minded than his counterpart elsewhere in the Union. The sale of components in electrical and non-electrical engineering, in instrumentation and in semi-manufactures requiring a high degree of skilled labour can only be effective either by personal contact or by the appointment of dedicated agents.

As so much of the New York business scene consists of small companies, great care should be exercised in the selection of agents who claim a sales coverage over the whole of the country. There are indeed firms which are equipped, through a network of distributors, to saturate the total market and which would not accept a franchise for anything less than the whole country, but there are also many whose claims to deal with the United States market as a whole, from New York, are unfounded. This fact can readily be discovered by personal visits of British manufacturers and can also be reported, upon request, by the Commercial Department of the Consulate-General in New York.

An Interesting and Stimulating Market

To sum up, New York presents an interesting and stimulating market it itself. It also has within its State boundaries an excellent potential as a central focus for national distribution. Transport, financial and banking facilities are of the highest order and the location of so many of the major industries render it an ideal site for a sales headquarters for imported products. Its very size, however, tends to make many importers look no further, thus neglecting many of the opportunities which exist elsewhere in the United States. Economically, New York is intimately linked with the adjoining States of New Jersey and Connecticut which, in themselves, provide interesting markets for British industrial and consumer goods.

To the north-east is the New England State of Connecticut, with a population of 2,535,000 and the second highest *per capita* income of the Union, after the State of Delaware ($3,095 per person, i.e. 31 per cent higher than the national figure of $2,357).

The southern part of Connecticut represents a high grade suburban area for families working in New York and the income in this area is very largely derived from New York activities. The industrial potential of Connecticut is, however, impressive and the State ranks first of the fifty States of the Union in the production of copper rolling and drawing, aircraft engines, helicopters, silverware, submarines, ball and roller bearings, and pins and fasteners.

Hartford is the capital of the State and some of the major industries of the country are located within a few miles of this centre. It is estimated that there are over 5,800 manufacturing establishments in Connecticut. Most of these are independent companies operated by New Englanders whose outlook and attitude are directed more to their cousins in the United Kingdom than to their nephews in the West.

In terms of sales of consumer goods, the Connecticut market is one of the wealthiest in the nation and is served by about twenty major department stores, many of which are represented by buyers in London. The large industrial groups, however, should be approached individually for the sale of components, particularly in the aircraft, electrical and electronics industries. The number of research establishments in the State also indicate a market for scientific instruments of the more sophisticated kind.

Further to the north-east are the New England States of Massachusetts, Vermont, Maine, New Hampshire and Rhode Island with a total of some 60,000 square miles and a population of eight million. The principal industrial areas are Boston and its suburbs with a population of over 2.5 million, Worcester (pop. 186,000), Springfield (pop. 174,000) and Providence, Rhode Island (pop. 207,000). Boston has an international airport served by B.O.A.C. while domestic airlines link this city with New York and with other towns in New England and the rest of the United States.

The Traditional Industries

The traditional industries of ship-building, shipping and fishing have declined in importance, although New England has become a leading producing area for frozen fish, much of which is obtained from foreign sources. Shoe production and tanning have retained an important position in the economy of the area, but the largest employer of labour is still the textile industry, despite the movement of textile mills to the South as a result both of high production costs in New England and of easier taxation laws in Southern States. The area is known for its woollens and worsteds.

Shoe machinery, packaging machinery, machine tools, plastic machinery and paper machinery are made throughout New England and particularly in the Worcester area of Massachusetts. The most important new industry is electronics, which now vies with textiles as the largest employer of labour in this region. The development of this industry is largely due to the proximity of Massachusetts Institute of Technology and other universities, and to the number of research institutions which have sprung up around them.

Another new and important industry which has grown rapidly in the last twelve years is the plastics industry, including the production of raw materials for the manufacturing industry which makes parts for the electronics and electrical industries and for the automobile industry. The manufacture of cutlery and silverware plays a major part in the economy of Rhode Island which is also a centre for the manufacture of costume jewellery. Boating is another industry that has grown rapidly and promises opportunities for British yacht and boat builders and suppliers of pleasure boat accessories. In this area, too, are a number of importers and distributors of scientific instruments.

Because New England is of great historical interest to Americans, a booming tourist trade thrives in this area and the many gift shops provide an excellent outlet for a wide variety of products. The

(*Continued on next page*)

The Eastern United States (*Continued*)

States of Maine, Vermont and New Hampshire have many popular resorts for ski-ing and fishing, shooting and boating. There are vast areas of inland waterways in these states which draw boating and fishing enthusiasts from all parts of the country, and present a market for sports equipment of many kinds.

South of New York City, across the Hudson River, linked to Manhattan Island by the George Washington Bridge, the Lincoln and Holland Tunnels, lies the State of New Jersey. Of the fifty states of the Union, New Jersey is 46th in size but 8th in population density. The major population concentration is in the twelve northern counties in the State, extending as far south as the State capital of Trenton. The total population of New Jersey, estimated in 1962 exceeded 6¼ million, with nearly 2 million households.

The proximity of northern New Jersey to New York City has encouraged the development of suburban communities of varying degrees of prosperity. The average purchasing power for domestic and household goods is high and the State has gone further than most in establishing shopping centres, vast concentrations of retail establishments consisting mainly of branches of the major chain stores which provide, sometimes a long way away from the townships, facilities for the housewife to purchase all her requirements within an easily accessible confined space.

The Garden State

New Jersey is known as the Garden State and, indeed, leads the nation as the first State in farm income per acre. Farm value of New Jersey agricultural production, according to the latest (1961) records amounted to $318,000,000, with cash receipts from farm marketing at $304,124,000. In spite of its prominent position as an agricultural State, however, New Jersey has acquired over the years an industrial character which has been fostered by the State's proximity to New York and its low taxation advantages. In the 1959 survey of manufactures, New Jersey appeared as the first State in the Union in the production of chemicals, the second in the manufacture of instruments and related products, the third in apparel and related products, the fifth in electrical machinery and the sixth in food and kindred products. There are also thriving industries in the rubber and plastics products field, in stone, clay and glass products, in textile mill products, in printing and publishing, in petroleum and coal, and in other miscellaneous manufacturing fields.

Economically, the northern part of New Jersey, which also provides a dormitory area for New York, is linked to New York State. South of Trenton, the New Jersey businessman looks more closely to the adjoining centre of Philadelphia.

About 100 miles to the south of the New York metropolitan colossus lies the vast industrial community of the Delaware Valley with its greatly diversified manufacturing complex centred on Philadelphia which, with its surrounding suburban communities, has an overall population in excess of 4,500,000. It is not widely known that Philadelphia is the largest United States port in terms of the international tonnage handled. Britain is the port's largest export customer, having taken cargoes valued at over $38 million last year. Shipments to Philadelphia from Britain were valued at over $40 million in 1962.

In the Greater Philadelphia metropolitan area are some 8,000 manufacturing enterprises operating along both sides of the Delaware River for a distance of 75 miles, including the largest concentration of oil refining capacity along the Eastern Seaboard and some of the country's largest steel works and heavy industrial units.

The Commonwealth of Pennsylvania produces approximately 24 per cent of the nation's steel, with the greatest concentration of manufacturing capacity in the Pittsburg area. Pennsylvania is also the leading State for the manufacture of knitted goods and textiles produced from synthetic fibres, and is one of the principal areas for the production of bituminous and anthracite coal and petroleum products. It is also an important farming State and provides a market for British tractors and some farm equipment. The small State of Delaware, to the south-east, is an area of farming and poultry

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The Eastern United States (*Continued*)

production, apart from the industrial district of Wilmington (pop. 360,000), some 30 miles south of Philadelphia, which is the centre of the Du Pont Chemical empire employing about 88,000 people.

A Vast Market for Britain

The Delaware Valley represents a vast market for British industrial products and materials, some as components for larger manufactures, some as products for manufacture under licence, some that can be sold as complementary items by manufacturers offering a distribution network across the entire country and some by manufacturers' representatives covering the mid-Atlantic States.

The Delaware Valley is also a huge and discriminating consumer market. Almost any British product can be sold here providing price and quality are "right" and sales arrangements are well handled.

In Philadelphia, the leading department stores carrying British goods, and their London buying offices, are: John Wanamaker (Frederick Atkins International Ltd.); Strawbridge & Clothier (Associated Merchandise Corporation); Gimbel Brothers (who have their own office in London), and Lit Brothers (Baker, Warburg & Co. Ltd).

More and more British businessmen are finding that this has been a neglected area, that traders are keen to develop new connections and to increase the range and diversity of the products they handle in the ever growing squeeze of competition.

A hundred miles south of Philadelphia lies the city and port of Baltimore, Maryland (population 1,700,000), one of the leading manufacturing centres on the east coast industrial seaboard. Forty miles further south is Washington, D.C., the Nation's Capital. The District of Columbia has a population of a little over three quarters of a million people, a number that has been more or less constant for the last twenty years because the District is a defined area north and east of the Potomac River, bounded by the river and by the State of Maryland. Outside the borders of the District, however, the suburbs in Maryland and in Virginia, west and south of the river, swell the population of Greater Washington to over two million, which is twice the figure for 1940 and 25 per cent more than in 1950.

The number employed in Washington approaches one million, of which over 300,000 are on the pay roll of the Federal Government. The principal industry, apart from the construction and distributive trades and services, is printing and publishing. Washington is the headquarters of many trade associations. It is also a major centre of attraction for American tourists.

It is generally agreed that the Washington area holds a much larger proportion of people of relatively high educational levels than any of the other leading metropolitan areas of the United States. The median family income is estimated at over $7,500 per annum, the highest of any urban area in the country. This rapidly growing city therefore represents one of the richest markets for consumer goods of all kinds and particularly for goods of high quality.

Washington is one of the most accessible cities in the country. The National Airport is only 3½ miles from the heart of the city. Some 800 flights arrive and depart daily, with a passenger traffic of about 13,000 daily. A "shuttle" service to and from La Guardia Airport, New York, is operated every hour, and the flight time is just over one hour. Washington is also served by Friendship International Airport, some 25 miles distant, and by the new Dulles International Airport which is 20 miles west of the city and at which a BOAC flight to and from London is scheduled daily. Trains to and from New York City, stopping at Baltimore and Philadelphia, run frequently, but the journey to New York by train takes four hours, whereas the air "shuttle" service more than halves the travel time and costs little more than the cheapest railway ticket.

The leading department stores serving the area are Woodward & Lothrop, Julius Garfinckel and Co. and The Hecht Company. Their buying agents in London are, respectively, Frederick Atkins International Ltd., O. Ziegler Ltd., and R. H. Macy & Co. There are also branches of the Sears Roebuck Company, whose London buyers are The Robert Simpson Company Ltd., and J. C. Penney Co. Inc., whose buyers in London are J. C. Penney Purchasing Corporation.

To the British manufacturer of good quality merchandise, the two million inhabitants of Greater Washington, with the high proportion of well educated, discriminating consumers in the upper income groups, represent an important market. British clothing, particularly men's wear, shoes, speciality foods, china and leather goods are among the items most in demand in this area, together with books, sports equipment, gin and Scotch whisky for the leisure hours of Washington's affluent residents.

This then is the major urban strip of the Eastern United States, which stretches from Boston to Washington, D.C. It holds some 32 million people, nearly 18 per cent of the total United States population, and with its industries and its high standard of living offers British firms an important and challenging market, for both capital equipment and consumer products.

Buyers' Guide to British Goods in the United States

A good initial response has been received to the offer of free entries in the U.S. Buyers' Guide which is being sponsored by the Western Hemisphere Exports Council but there still remains a large number of British firms known to be exporting to the United States who have not yet completed their entry forms.

The Western Hemisphere Exports Council is anxious that no exporter or no potential exporter shall be overlooked but in order to keep to the publication schedule it is regretted that entries received later than September 30 cannot be considered.

The Guide will contain classified information on all types of British goods and services and will serve as a ready reference not only to British sources of supply but also as a means of contacting U.S. selling agents of British firms whose names and addresses will also be recorded. The Guide will be circulated widely throughout the United States and it is hoped that it will become a valuable aid to British dollar export trade. (*See advertisement below*).

Important New Aid to Export!

The Western Hemisphere Exports Council announce the forthcoming publication of their

1964-65

"BUYERS' GUIDE TO BRITISH GOODS & SERVICES IN THE UNITED STATES"

Guide content will include:

Free Listings.
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Display Advertising.

The Guide will give 'at a glance' the names and addresses of U.S. selling agents for every firm or product listed.

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41 Upper Grosvenor St., London, W.1.
Tel: HYDe Park 2161

Name.....

Name(s) of Company(ies).....

.....

Address(es) of Company(ies).....

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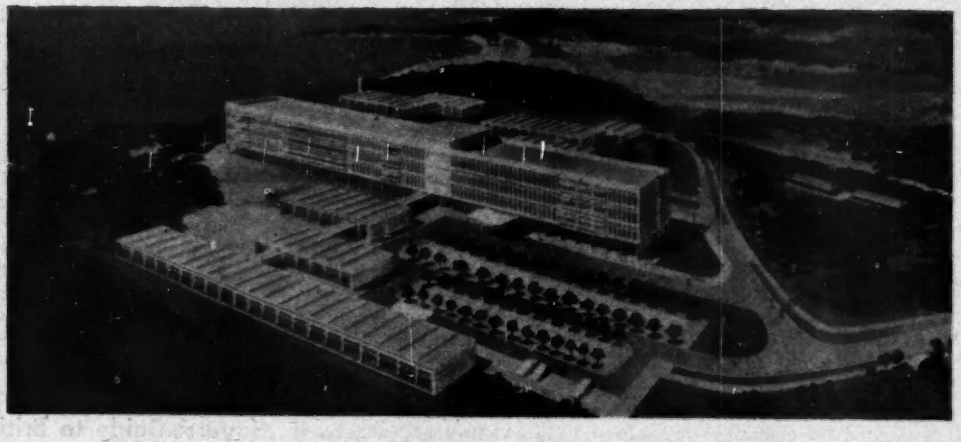
British Construction Work Overseas in 1962-63

IN THE YEAR ended March 1963, over sixty British building and civil engineering firms reported that work to the value of £111 million was carried out in 67 different overseas countries. This was slightly less in total value than in the previous year.

New contracts obtained during the period rose to £147 million. This was £16 million more than the previous peak recorded in 1959/60, and even after allowing for cost increases represents a much larger volume of work. This increase, won in the face of keen competition was spread over most fields of activity and very many countries. A notable exception to the upward trend was in the dollar countries where the value of new contracts obtained fell slightly.

The table on page 551 gives an analysis of contracts obtained and work done by British firms in the last three years.



An impression of the Military Hospital, Bukit Terendak, Malaya. Architects and engineers Raglan Squire and Partners.

£13½m. New Township in the Sudan

The activities of British contractors abroad cover an extremely wide variety of work and illustrate the wide range of abilities and experience contained in the firms concerned. Projects range from a school in Canada to shipyard slipways, hotels, factories, shopping centres, jetties, roads, dams, office blocks – in fact most branches of building and civil engineering work.

In size they range from small jobs of a few thousand pounds to a £13½ million contract secured last year by Turiff Construction Corporation Ltd., for the building of a new township in the Sudan to rehouse villagers whose homes will be inundated by the Kariba dam.

One commendable achievement was the construction of Nigeria's first flour mill undertaken by Richard Costain Ltd., and Associates and built in 197 days by day and night working. The mill went into immediate operation and was said to be the most modern in the world. This Group are active in many overseas countries including Rhodesia, Australia, Kuwait, Argentina, Trucial States, Ecuador, Libya, Liberia, Pakistan and Nigeria, and a Pakistan Associate of the Group is to carry out all civil, electrical, mechanical, ventilation and nuclear installation works in connection with Phase I of the Nuclear Science Laboratory at Islamabad in Pakistan.

A number of contracts were obtained in Ghana last year, including two for work at Tema. One, for extension to the harbour, involves the reclamation of 30 acres of land, additions to the fishing harbour, an enlargement of the dry dock, the construction of two cocoa sheds and two transit sheds and the addition of two berths to the ten already in use. The other is for a steel rolling mill which will be the first of its kind in West Africa and will be completed within two years. Nearly £1 million worth of British plant and equipment will be installed and initially the works will produce about 40,000 tons of steel a year. The contractors in both cases are Parkinson Howard (Ghana), an association of Sir Lindsay Parkinson & Co. and John Howard & Co.

Two Hilton Hotels

The Hilton Hotel in Teheran built by Cementation Co. Ltd., was completed during the year and the company has obtained a contract for another Hilton hotel in Tunis, both designed by Raglan Squire & Partners. This firm has also completed the strengthening of the Churchill Dam on the River Knomme in South Africa and started the work of deepening Galway Harbour's Commercial Dock which will enable ships of twice the present tonnage to enter the Harbour.

A contract for the erection of Toronto City Hall, said to be Canada's largest municipal building contract, has been won by a British firm. The building will be 300 feet high and made up of two blocks of 24 and 30 storeys which will rise from a 3-storey podium. Poised over the two blocks will be an oyster-like structure containing the Council Chamber and Executive suites. Tower blocks will be boomerang shaped and formed of buttressed reinforced concrete. The design is by a Finnish Architect and was chosen in international competition. The contractors are Holland & Hannan and Cubitts Ltd.

Among the recent projects of the Taylor Woodrow Group are a dam on the River Tenche in Columbia, a prefabricated mill building in Hungary, a textile mill with residential accommodation, a

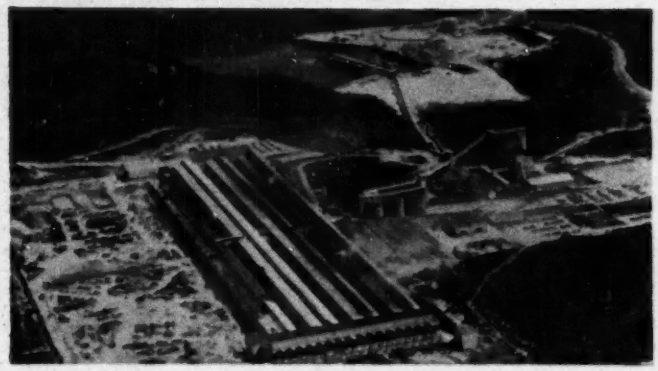
The Assembly Hall of the University of the West Indies, Jamaica.

hotel and a bank in Northern Nigeria, a food plant and a shopping centre in Toronto, an ore loading pier near Freetown and a new grammar school in the suburbs, Ghana's first textile printing works and an ocean terminal at Hong Kong; an impressive list.

£5m. Power Station for Hong Kong

Other overseas constructional activities of interest include a contract obtained for the design and construction of a £5 million power station in Hong Kong, as well as a new slipway at a Ship Repairing Yard in Bahrain for which much of the plant and steelwork will be supplied by a British firm, the completion of a dam in the Sudan by a consortium of English and German firms and the small town at Aden mentioned below.

Commissions given to British chartered quantity surveyors for overseas projects showed a considerable increase both as regards preliminary estimate work and the preparation of tender documents.



Baie Comeau, Quebec, a spectacular project carried out on the estuary of the St. Lawrence River, 680 miles north east of Toronto. Commenced in 1956, this smelter plant was completed in September 1958, seven months ahead of schedule, by Anglin-Atlas, a partnership between the Anglin Norcross Corp. and Atlas Construction Co. Ltd.
Photo: Holland & Hannen and Cubitts (Great Britain) Ltd.

By no means all these commissions emanated from British clients and there are now a number of countries in which chartered quantity surveying firms are providing services where until recently the function of the profession was unknown. Reports have been received of inquiries from clients in Italy, Greece, Mexico, East Africa, dealing with major construction projects for which the employment of chartered quantity surveyors from Britain is being sought.

A substantial volume of work, of the highest quality in design and construction, is also being carried out for public and private clients by British architects overseas. Raglan Squire & Partners, F/ARIBA, are the architects of the Tunis Hilton Hotel, and of the Royal Teheran Hilton Hotel, the Cyprus Hilton Hotel and the Dublin Hilton Hotel, the last three in association with local architects.

Architects' Co-Partnership, FFRIBA, who are consultants for the schools programme in Tunisia on behalf of the World Bank, have designed schools, housing projects, shops and offices in Nigeria, and the new Bristol Hotel, Lagos, (structural engineers, Ove Arup & Partners), whilst Fry, Drew & Partners, F/ARIBA with Ove Arup & Partners, structural engineers, and Widness & Trollope, quantity surveyors, have also completed several buildings in the last year in Nigeria and Ghana, including the Anatomy Department, University of Ibadan, and two branches for the Bank of West Africa.

Also in Africa, James Cubitt & Partners, F/ARIBA, projects have included offices for Elder Dempster Agencies Ltd., and the Paramount Hotel, both in Freetown, Sierra Leone, (contractors, Taylor Woodrow (Sierra Leone) Ltd.).

Towns, Airports, Universities Designed and Built

Other examples of the work of British architects on other continents, east and west respectively, are Farmer and Dark, F/ARIBA who are currently designing a small town, called the Little Aden Cantonment, for the British Army in Aden, with Brandt & O'Dell as the consulting engineers, and Humphreys and Consolidated Contracting Co. the contractors, and Norman and Dawbarn, F/ARIBA, who designed the Palisadoes Airport, Jamaica, and who are currently engaged on the University of the West Indies, and to return to Africa, the University College of East Africa.

Contracts Obtained and Work Done 1961/1963

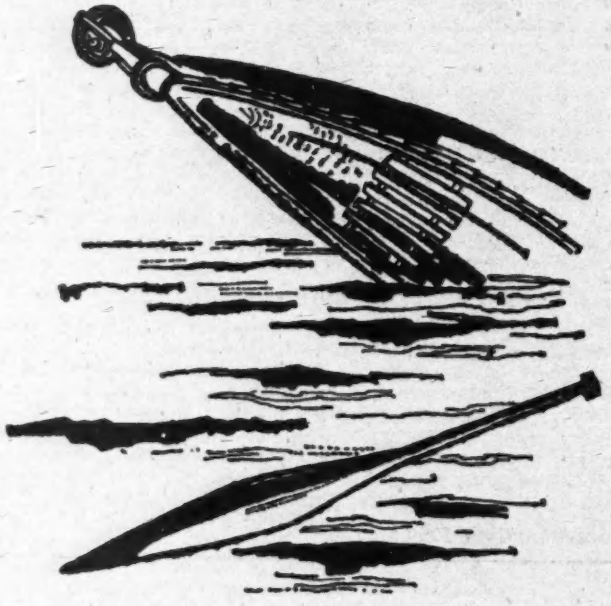
£ million

Area	Total Value of contracts obtained in the year ending			Estimated Value of work done in the year ending			Value of work* outstanding at		
	March 31, 1961	March 31, 1962	March 31, 1963	March 31, 1961	March 31, 1962	March 31, 1963	March 31, 1961	March 31, 1962	March 31, 1963
Sterling	55	67	84	80	65	65	59	59	81
Dollar	27	41	32	35	34	33	21	27	27
Non Sterling Western European	1	2	2	1	1	2	1	2	2
Other Non-Sterling	15	12	29	19	13	11	19	17	25
Totals	98	122	147	135	113	111	100	105	145

* Including extensions and increases in cost, less cancellations to contracts previously reported.

People who know... say

WAKATAHURI



And that's because WAKATAHURI means, literally, 'overturned canoe' – and is the name of a spot in New Zealand known for deep sea fishing and quail shooting. You didn't know? There's really no reason why you should, for it's a Maori word. And we know that (and can tell you a lot more than that) because we know a great deal about New Zealand – because we are the National Bank of New Zealand. As such, we provide a comprehensive banking service through a network of 165 branches and agencies in the North and South Islands. In doing this we have acquired a great deal of useful information on many topics, commercial and otherwise, which we gladly provide to anybody who may be interested in doing business with our country. So when you want to know more about New Zealand, ask us—

The National Bank

OF NEW ZEALAND LIMITED

Established 1872

HEAD OFFICE: 8 MOORGATE, LONDON, EC2. Tel: MONARCH 6211

More than 165 branches and agencies throughout New Zealand

An aerial view of a new television station on Victoria Island, Lagos, recently completed for the Nigerian Federal Ministry of Information by Taylor Woodrow of Nigeria Ltd. The 250ft. high antenna tower is seated on a triangular base and is guyed three times. The studio (left) is of 88ft. span, behind which is the three story administration block. A 70-line telephone system was installed for inter-office and studio communication. Architects, Griggs Smith & Associates; consulting engineers, Martin, Maggs, Keeble & Partners; quantity surveyors, Roxbury & Morter.

At January 1, 1962, Members of the British Association of Consulting Engineers were responsible for work overseas to the value of £750 million. The average time over which contracts run varies but as a rough guide it is probably between four and five years, so that the annual average value is about £150 million. The above work is spread over 72 countries and the variety of the work is fully comprehensive. Every form of civil, structural, electrical, mechanical, chemical and mining engineering work is included in the survey.

One of the largest recent projects in which several British Consultants are concerned is the Indus Basin Scheme; one Member is the consultant to the World Bank for the overall control of the whole project. This includes the Mangla Dam for which the largest contract ever known has been let, valued at over £126 million. The design of this dam and the supervision of its construction is the responsibility of a British firm, Messrs. Binnie and Partners who are members of the Association of Consulting Engineers.

Organization for Economic Co-operation and Development

THE DIRECTORATE for Industry and Energy (Productive Division) of the Organization for Economic Co-operation and Development announce a Conference on 'The Analysis and Evaluation of Distribution Structures and Distribution Channels in Selected Consumer Goods Industries' to be held on November 11, 12 and 13, 1963, in Palermo (Sicily).

The Conference, which is intended for Government officials, representatives of trade associations, research institutes, business consultants and businessmen, will discuss the findings of model studies made by a working group of specialists (on beer, footwear and radio and television sets). The Conference will also consider basic information on the changes of distribution structures of Member Countries. Principles and methods which can be applied for analysis and evalution of distribution channels in general will be presented to the Conference.

Those persons selected to participate will be expected to pay their own travelling and living expenses.

For further details telephone Trafalgar 8855, Extension 2544.

Applications to take part in this Conference should be made to Mr. A. W. Curtis, Industries and Manufactures Dept., Division 2, Room 1384, Board of Trade, Horse Guards Avenue, London, S.W.1, not later than September 30.

Visit of the President of the Board of Trade to the Soviet Union

IT WAS ANNOUNCED in the *Board of Trade Journal* Page 495 last week that, at the invitation of the Soviet Minister of Foreign Trade, Mr. N. S. Patolichev, Mr. Frederick Erroll, President of the Board of Trade, accompanied by Mrs. Erroll, would visit the Soviet Union from September 9-20.

The following is the President's programme:

September 9	Depart London Airport. Arrive at Sheremetyevo Airport.
September 10	Moscow. Discussions with Mr. N. S. Patolichev.
September 11/12	To Irkutsk; visit to Bratsk Hydro-Power Station.
September 13/14	Visit to industrial enterprises at Novosibirsk.
September 15	To Sochi.
September 17	To Erevan, Amenia; visits to local industry and a visit to a plant producing cellulose acetate yarn at Kirovakan. Courtaulds supplied this plant.
September 19/20	Further discussion in Moscow and local visits. Depart for London. September 20.

The President has not previously visited the Soviet Union as a Board of Trade Minister. He did, however, visit the Soviet Union in October, 1954, as a member of the first all-party parliamentary delegation to visit the Soviet Union since the war. The President will be accompanied by his Private Secretary and one official.

Gold and Convertible Currency Reserves in August

THE GOLD and convertible currency reserves fell by £7 million to stand at £969 million on August 31.

New Plans by the Scottish Council to Attract New Industry

THE CHAIRMAN'S COMMITTEE of the Scottish Council have decided on important developments in the Council's plans to publicize Scotland and to attract new industry. In October Lord Polwarth, Sir Leonard Paton (Chairman of the London Committee), and Mr. W. S. Robertson will make the most intensive onslaught which the Council has ever launched on North America. Between them they will visit cities in the east; on the Pacific Coast; in the midwest around Chicago; in Texas – a relatively unexplored territory for this purpose; and in Canada. They will make speeches, visits, and publicity appearances, and will pursue all the leads from earlier visits to America.

In preparation for this visit literature designed to interest a new circle of manufacturers in Scottish possibilities is being sent to 1,000 companies in America along with a special October issue of the magazine *Scotland*.

The Council will also greatly increase their activities in England, with the help of its London organization. Plans are being laid for a new campaign of visits to companies in the south. A special exhibition will be staged early in the New Year in London to which individual invitations to interviews will be sent to a large number of manufacturers in the south. Here they will be shown all the advantages they can enjoy in Scotland.

More Jobs for Port Glasgow

THE BOARD OF TRADE have agreed in principle to extend the factory of Thos. Black and Sons (Greenock) Ltd. on the Port Glasgow Industrial Estate: 50 new jobs are involved. The company have recently expanded their retail activities by acquiring two firms in the South and now find it necessary to increase production of camping equipment, etc.

Building work will be carried out by the Industrial Estates Management Corporation for Scotland on the Board of Trade's behalf.

Simplified Forms at Display of Export Documentation

A RUN OF specimen forms that might enable the exporter to get through his paperwork more quickly, cheaply and accurately, was on show at a display of export documentation held by the Westminster Chamber of Commerce in London from September 10 to 13 (see *Board of Trade Journal*, August 23, page 412).

In his opening speech Sir Harry Greenfield referred to excessive documentation as 'one of the afflictions under which international trade has laboured'. Speaking of official trading documents, he said '. . . our own Government requirements are minimal . . . most exports need only a single copy of a simple customs form'. Even so, he said, 'the British Government have for the past year been looking critically and minutely at their forms to see whether they can be further reduced and their design simplified'.

After complaining of some countries' consular formalities – 'a survival from earlier days for which it is hard to see any rational justification in modern times' – Sir Harry went on to say that by far the greater part of the burden of documentation was self-imposed by individual companies. He reminded his audience that the Board of Trade have established a Joint Liaison Committee on Documents, which has a team of technical experts from the Treasury working for it, with a view to concerting and speeding up measures for simplification. Evidence of this work was among the exhibits, and exporters were invited to get in touch with their own representatives on the Joint Liaison Committee.

Printed Export Matter for Overseas

THE BOARD OF TRADE, in conjunction with a number of professional bodies, have invited *Design* magazine to prepare a supplement to illustrate how British manufacturers can improve the standard of design and printing of export catalogues and booklets intended for overseas use and foreign buyers.

The supplement will have as its guest editor Alec Davis, Managing Director of Spearhead Services Ltd., who is anxious to secure as many examples as possible of current British printed material used by firms for export promotion.

Firms are invited to send specimens of every kind from the smallest label to the biggest poster, catalogues, brochures and booklets, with brief notes of their usage overseas, to Alec Davis, c/o Design, 28 Haymarket, London, S.W.1.

N.I. Advance Factory Allocated to Kent Plastics Firm

AN ADVANCE FACTORY of 59,000 sq. ft at Portadown, Co. Armagh, has been allocated to King Packaging Ltd., of Tunbridge Wells, Kent, it was confirmed in Belfast by the Ministry of Commerce on September 5. Within three years this company has attained a leading position in the packaging field, using modern plastic techniques. Its vacuum plastic trays and containers are now used by many leading makers of confectionery, cakes, biscuits and other consumer products.

The Portadown factory is six times bigger in floor area than the facilities at Tunbridge Wells, which will continue in operation until the move has been completed, thus ensuring complete continuity of production. Additional machinery has been built and is at present being installed in the new factory which will employ up to 100 workers by the end of the year. It is hoped to increase employment to a total of approximately 400, three-quarters of them men, within the next four years.

N.E. to Discuss Development of Holiday Industry

THE BRITISH TRAVEL and Holidays Association, in conjunction with the North East Development Council, will hold a North East Tourist Conference at Durham on November 19. The conference will review the tourist attractions and resources of the North East region and discuss the future development of existing information and publicity services, together with accommodation, transport, shopping, entertainment and other visitor requirements.

A spokesman of the British Travel and Holidays Association stated that detailed plans for the conference were now being made and the names of speakers and subjects for discussion would be announced shortly.

Applications for Temporary Exemption from Import Duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by September 27.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.22	Diethylammonium 2:5-dihydroxybenzene sulphonate.	Cyclonamine [Diethylamine salt of 1.4 Dihydroxy 3 Benzene Sulphonic Acid.	December 31, 1963	6257
29.22	Fencamfamin hydrochloride.	2-Ethylamino-3-phenylnorcamphane hydrochloride.	December 31, 1963	6263
29.23	3-(3-Methylaminoprop-1-ynyl)-1:2-4:5-dibenzocycloheptadien-3-ol.	3 (3 Methylamino prop 1-ynyl)-1:2-4:5 dibenzocycloheptadien-3-ol.	December 31, 1963	6258
29.24	Benzyldimethyl-2-[2-(methyl-4-*tt*-octylphenoxy)ethoxy] ethylammonium chloride.	Hyamine 10-x . .	December 31, 1963	6248
29.24	Glycyrrhetinic acid hydrogen succinate, dicholine salt.	Dicholine Salt of Glycyrrhetinic Acid Hydrogen Succinate (Dicholine Salt of 3-0-(β-carboxy-propionyl)-11-oxo-18β-clean-12-en-30-oic acid).	December 31, 1963	6236
29.35	1:3:4:5:6:7:8:8-Octachloro-1:3:3a:4:7:7a-hexahydro-4:7-methanoisobenzofuran.	1:3:4:5:6:7:8-Octachloro-3a:4:7:7a-tetrahydro-4:7-methanophthalan.	December 31, 1963	6230
29.35	Oxymetazoline hydrochloride.	As in previous column .	December 31, 1963	6264
29.35	4-(*N*-Phenylamidino) tiazole hydrochloride.	Thiazole-4-(N-phenylamidine) hydrochloride.	December 31, 1963	6277
39.03	Carboxymethylhydroxyethylcellulose, sodium salt not plasticized or otherwise compounded containing not less than 8 per cent by weight of hydroxyethyl groups calculated as ethanediol.	Sodium salt of carboxymethylhydroxyethylcellulose.	December 31, 1963	6213
39.03	Cellulose acetate propionate, not plasticized or otherwise compounded.	As in previous column .	December 31, 1963	6281
29.35	Hexadydro-1:3:5-tri-(z-hydroxyethyl)-*sym*triazine.	Grotan Konz. Bk . .	December 31, 1963	6221

Imports of Watch Cases from the Relaxation and Dollar Areas and Japan

THE BOARD OF TRADE, in Notice to Importers No. 1046, Imports of watch cases from the Relaxation and Dollar Areas and Japan, dated September 12, 1963, announce that watch cases or parts thereof, other than those which, at the time of importation, encase a watch movement, have been placed on Open General Licence from the Relaxation and Dollar Areas and Japan. Such goods may therefore be imported free of licensing restriction provided that they neither originate in, nor are consigned from, any of the following countries:

Albania, Bulgaria, Czechoslovakia, Germany (Soviet Zone), Hungary, North Korea, North Vietnam, Outer Mongolia, the People's Republic of China, Poland, Roumania, Union of Soviet Socialist Republics.

Copies of the Amendment (No. 8) to the Open General Licence are available from H.M. Stationery Office, Kingsway, London, W.C.1, and branches (price 3d.). A parallel amendment should be made to the Summary of Import Licensing Regulations (Notice to Importers No. 1000 as amended by Notice to Importers No. 1040) by adding the following to the italicized exclusions from the entry relating to watches and parts thereof (page 8 of Notice No. 1040):

'*Watch cases or parts thereof*, other than those which, at the time of importance, encase a watch movement'.

Drawback on Imported Resinated Fibreboard used in Making Containers for Export

THE BOARD OF TRADE give notice that they are considering an application for the introduction of drawback facilities on the following imported materials used in making the export goods described:

Imported Goods	Exported Goods
Resinated fibreboard: vulcanized fibre type.	Containers, whether or not assembled, not containing other goods.

Any interested party wishing to support or oppose this application should do so in writing to the Board of Trade, Tariff and Import Policy Division, Horse Guards Avenue, London, S.W.1, not later than October 1, 1963.

Marking of Imported Watch Straps

THE BOARD OF TRADE announce that an Order in Council under Section 2 of the Merchandise Marks Act, 1926, was made on August 20. The Order provides that an indication of origin shall be supplied to imported watch straps and similar articles, but not including those made wholly or mainly of metal, in the manner prescribed, at the time of importation and sale and exposure for sale in the United Kingdom.

This Order, the Merchandise Marks (Imported Goods) No. 3 Order 1963, replaces the Merchandise Marks (Imported Goods) No. 1 Order 1939, and extends the requirements of that Order by requiring the marking of:

(i) goods which may need further process of manufacture or assembly;

(ii) goods which are attached to watches, unless they are already attached to watches at the time of importation.

It also provides additional methods of marking.

The Order comes into force on May 30, 1964. Copies of the Order (S.I. 1963 No. 1486) are obtainable at H.M. Stationery Office, or through any bookseller. Price 3d., by post 5½d.

Note:

The Report of the Merchandise Marks Standing Committee recommending this action was published as a White Paper (Cmnd. 1969) on March 14, 1963.

Imports of Butter from Denmark

THE BOARD OF TRADE, in Notice to Importers No. 1045 dated September 14, announce that the arrangements made for licensing imports of butter from Denmark will continue on the present basis for the period October 1 to March 31, 1964, and current importers from Denmark may now apply for their licences. As before, the licences should generally provide adequate cover for such supplies as may be available within the quota, but should they prove insufficient in individual cases further application may be made when the given licence is reaching exhaustion.

Applications should be made on form TIP/A or ILB/A to the Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. Page 1 should be completed and page 2 left blank; on page 3 and copies only the applicant's name and address, the description of goods (butter), and the country of origin and consignment (Denmark) should be entered.

Importers requiring split licences should complete additional copies of the form, with an indication of the desired proportionate share for each.

Rubber Stockpile Disposals

710 TONS OF RUBBER from the Board of Trade's stockpile has been sold this month for delivery as follows:

September	10 tons
October	350 tons
November	115 tons
December	235 tons

There is now approximately 6,440 tons of rubber remaining in the stockpile.

Dealers in Securities

THE FOLLOWING changes have taken place during August in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act, 1958:

Licensed Dealers

Insert:	Weeden & Co. (Incorporated). Warnford Court, Throgmorton Street, London, E.C.2.
Insert:	Provincial Investments and Mergers Ltd. Hardy's Buildings, 3, Cateaton Street, Manchester, 3.
Insert:	Chesham Amalgamations & Investments Ltd. 32, Chesham Place, London, S.W.1.
Insert:	Kennedy Securities Ltd. 11, Kingsway, London, W.C.2.
Delete:	Gresham Trust Ltd. Barrington House, Gresham Street, London, E.C.2.
Change of Address:	Blue Circle Share Shop Ltd.
Delete:	Portland House, Tothill Street, London, S.W.1.
Insert:	Portland House, Stag Place, London, S.W.1.

Exempted Dealers

Insert:	Gresham Trust Ltd. Barrington House, Gresham Street, London, E.C.2.
Change of Address:	Standard Industrial Trust Ltd.
Delete:	2, Broad Street Place, London, E.C.2.
Insert:	Shelley House, Noble Street, London, E.C.2.

Purchase Tax Exemption for Young Children's Stretchable Stockings

FOLLOWING THE ISSUE of Notice No. 575 dated August 6 and representations made by the interested trade associations, the Commissioners of Customs and Excise have agreed to make provision for stretchable stockings straight ribbed other than in simple 1/1 rib.

Accordingly young children's stretchable stockings which comply with the following criteria may be regarded as exempt:—

Garment	Measurement of garment not to exceed	Method of Measurement
Stretchable stockings made of, e.g., crepe or crimped yarns, and being opaque, close knit and straight ribbed.	7½ in. foot length	*Seamless* Measure from the tips of the toe to the point at which the extension of the narrowing (i.e., the turning) line meets the back of the heel. *Fully-fashioned* Measure from the tip of the toe to the point at which the extension of a line joining the toe and the third fashioning mark from the bottom would meet the back of the heel.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Ext. 2192). Telegrams and cables should be addressed 'Boneblack, London.'

Purchase Tax on Drugs and Medicines

THE COMMISSIONERS of Customs and Excise have made a Direction under section 17 (3) of the Purchase Tax Act, 1963, entitled the Purchase Tax (No. 4) Direction, 1963, which temporarily exempts further essential drugs and medicines from tax. The effect of the Direction, which is operative from September 3, 1963, is to make the following additions and extensions to the Schedule to the Purchase Tax (No. 2) Order, 1963.

The additions

To Head II of the Schedule

Aloxiprin;
2: 3-Dimethyl-4-nicotinamido-1-phenylpyrazol-5-one;
Glyceryl trinitrate;
Oxymetazoline hydrochloride;
Potassium gluconate.

To Head III of the Schedule

Chloral betaine;
Diazepam, and salts thereof;
Tolpropamine, and salts and derivatives thereof.

The extensions

In Head III, in the entry relating to 'Methyldopa', after 'Methyldopa' insert, 'and salts of the ethyl ester of methyldopa'.

In Head III, in the entry relating to 'Phenothiazine', after 'organo-phosphorous compounds' insert '2-phenylbenzimidazole'.

The Treasury will in due course be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

Purchase Tax Exemption on Young Children's Knickers, Panties and Briefs

THE COMMISSIONERS OF Customs and Excise have issued the following rules for the guidance of traders and Officers in applying the exemption to knickers, panties and briefs, having regard to changes in style and design.

The question of further amending the criteria for exempting these garments is under review in consultation with the national trade associations concerned, who have also been consulted prior to the issue of this Notice.

The rules are as follows:

(a) **Measurement.** The method of measurement specified in Notice No. 78A cannot be achieved by measuring the garment from waistband to crutch and multiplying by two. The measurement should be made panel by panel, and should not be restricted by the presence of any ruching.

(b) **Marking.** Regarding the upper limit of the exemption, knickers, panties and briefs marked or catalogued 'W', 'M', 'Medium', 'Maids', 'Junior Miss', 'Teenage' and the like are outside the scope of the exemption.

(c) **Style.** The exemption does not extend to styles not generally suitable for young children's wear and for garments to receive relief under item G.21 of Notice No. 78A they should, except as noted below, be in plain styles – i.e., in single colours and non-decorative. The presence of lace edging of up to ¼in. width, even if in contrasting colour, is not regarded as of itself taking the garment out of the 'plain style' category.

However, the following three categories may be treated as within the exemption as far as style goes:

(i) frilly party knickers (which have the frilling across the back);

(ii) babies' and infants' knickers, panties and briefs; and

(iii) knickers, panties and briefs which are either printed overall, or patterned overall, subject to the additional measurement limit of 40in. fully-stretched waist. This measurement should be taken across the waistband stretched to the full extent of the elastic from one side to the other and multiplied by two.

Knickers, panties and briefs with lace etc. inserts or panels, and bikini briefs are chargeable in all sizes.

The Economy — Selected Indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,030	—	16,029	15,271	15,271	9,095	3,493	922	699	591	1,205				
1958	100	100	100	100	100	91	100	100	100	100	100	+100	+ 37	+14	+16
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	124	129	114	+592	+520	+48	+37
1961	111	114	121	115	110	100	128	130	132	136	122	+297	+230	+36	+ 4
1962	111	115	126	120	112	101	126	115	124	139	127	+ 96	+ 42	— 4	+40
1961															
4th Quarter	111	114	123	116	110	100	127	130	129	139	118	+ 37	+ 45	— 5	— 7
1962															
1st Quarter	109	114	124	117	110	100	126	124	121	135	127	— 4	— 4	—10	+13
2nd Quarter	112	115	125	121	112	100	127	119	127	141	127	+ 48	+ 35	— 6	— 8
3rd Quarter	111	116	126	121	112	101	127	109	126	146	126	+ 50	+ 18	+13	+10
4th Quarter	111	115	128	122	113	101	124	108	121	134	129	+ 2	— 7	— 1	+25
1963															
1st Quarter	109	113	128	121	112	101	113	99	120	97	121	— 19	+ 36	—15	— 3
2nd Quarter		118*				102		104*	122*				— 4*	+19*	— 3*
1963															
January	..	109	..	..	..	102	..	..	..	..	..	..	..	..	..
February	..	113	..	..	..	100	..	..	..	..	..	..	..	..	..
March	..	116	..	..	..	102	..	..	..	..	..	..	..	..	..
April	..	116	..	..	..	101	..	..	..	..	..	..	..	..	..
May	..	118	..	..	..	103	..	..	..	..	..	..	..	..	..
June	..	119*	..	..	..	102	..	..	..	..	..	..	..	..	..
July	..		..	..	..	103	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school-leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+329
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+114
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—308
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 72
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+ 67
1961																
4th Quarter	120	104	116·6	+4·3	103·4	119·6	132·3	339	+ 77	+49	175	—61	—32	115	115	— 1
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 19
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 31
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 19
4th Quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 36
1963																
1st Quarter	117	100*	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 59*
2nd Quarter	121*	104*	122·1	+1·6	104·2*	121·8*	140·8	504	—123	—58	147	+34	+33	127	127	
1963																
January	115	100*	120·7	+2·7	103·6	121·1	139·1	605	+ 85	+41	108	— 2	— 1	116	117	..
February	118	100*	121·7	+3·5	103·4	121·5	139·4	647	+ 42	+ 2	110	+ 2	+ 6	122	121	..
March	117	100*	121·8	+3·1	103·7	121·6	139·6	628	— 19	—19	122	+12	+10	123	132	..
April	119*	101*	122·2	+2·1	104·0	121·7	140·3	553	— 75	—20	138	+16	+14	124	121	..
May	121*	105*	122·1	+1·7	104·2	121·8	140·9	506	— 47	—23	146	+ 8	+ 9	126	129	..
June	121*	104*	122·1	+1·0	104·5*	121·8*	141·0	454	— 52	—33	158	+12	+13	128	130	..
July			121·4	+0·8	104·4*	122·0*	141·3	424	— 30	—15	160	+ 2	+ 3	134	128	..
August					104·3*	122·0*		430	+ 6	+10	153	— 7	— 9			

† NOT seasonally adjusted. * Provisional.

U.K. Overseas Trade

Revised Series of Unit Value and Volume Index Numbers Based on 1961

***This note introduces revised series of unit value and volume index numbers of United Kingdom overseas trade based on the year 1961, which now replace the previous series of index numbers based on 1954. It is normal practice to revise the indices periodically in order to base them upon a more up-to-date pattern of our trade both as regards its commodity composition and the relative prices of the goods which are imported and exported. In addition to the change of base year a number of other revisions have been made to the system of index numbers. These changes are discussed below briefly; a fuller account of these index numbers will be published in the September issue of* Economic Trends.**

Unit Value Index Numbers

These indices were previously described as price indices, but since they relate to unit values obtained by dividing the values recorded to headings in the trade statistics by the comparable quantities, and not to price quotations for specific products as might be inferred from the title 'price indices,' the new name, which is now coming to be accepted internationally, is thought better to explain the nature of the series. The indices are constructed as were the 1954-based indices, i.e., the current unit values are combined by weighting in accordance with the quantities recorded in the base year, except that the number of Trade Account headings included in the indices have now been considerably increased. All commodity headings in the Trade Accounts relating to fairly homogeneous products, and thereby producing runs of unit values over time which behave like 'prices' have been used in the composition of the indices. The export index is constructed from about 550 commodity headings, against 280 headings in the 1954-based index and the import index from some 350 headings, against 220 headings previously. These headings, in 1961, covered some 60 per cent. of our exports and almost 80 per cent. of our imports. Adjustment to full coverage is made by imputing the combined unit volume movements of the covered headings in each commodity Division or occasionally, groups of Divisions, to the remainder of trade in that Division.

The indices will be published monthly in total and by the principal commodity categories of our imports and exports. Table I gives the monthly series since January, 1961. This table also includes an index for the terms of trade which, in accordance with a widely adopted international convention, is now defined as the export unit value index divided by the import unit value index rather than the reciprocal index which was the earlier practice in the United Kingdom statistics. Thus a rise in the index represents a favourable movement in the terms of trade of the United Kingdom.

Volume Index Numbers

The 1961 based indices are constructed in a similar fashion to the 1954 based indices, i.e., current quantities are combined by weighting them together, using the base year unit values as weights. The indices are based on the same set of commodity headings used in the construction of the unit value indices, these being the headings of sufficiently homogeneous commodity content and thus having homogeneous units of quantity for these units to approximate to true measures of quantum. To achieve full coverage the total value of the remaining headings in each commodity Division, which cover goods of a more heterogeneous nature, is divided through by the comparable unit value index to yield volume estimates which are added to the directly calculated results. It is hoped that this treatment of these headings will be an improvement on the procedure followed in the 1954 based indices where all the commodity headings, irrespective of homogeneity of commodity content, were directly calculated in the construction of the index.

The volume indices will now be prepared and published monthly instead of quarterly, which was the practice hitherto. Table 2 gives the monthly index numbers since January, 1961, in total and by the main commodity categories. The publication every quarter of indices relating to trade by commodity Divisions will be discontinued due to the unreliability of many of these indices at this level of detail.

It is hoped also to publish volume index numbers on a seasonally adjusted basis in the near future.

Comparison of new series with old series

Calculations have been made of the movements in the unit value and volume indices over the period 1954-1961, with 1961 as the base year. The differences in the total indices on the new basis compared with the old basis are as follows:

Unit Value and Volume Changes between 1954 and 1961

Unit Value Index				Volume Index			
Imports		Exports		Imports		Exports	
1954 Based Index	1961 Based Index	1954 Based Index	1961 Based Index	1954 Based Index	1961 Based Index	1954 Based Index	1961 Based Index
−3%	−4%	+12%	+10%	+35%	+37%	+25%	+23%

The differences between the results are mainly due to the differences in weighting patterns and in commodity coverage of the two series. Despite these differences, the changes compare reasonably well and most of the sub-indices for the main commodity groupings also give closely similar answers for the change over this seven year period. Similarly, the movements since 1961 in the new index numbers, in general, correspond fairly closely with those in the old series.

Tables 1 and 2 give the indices for the year 1954 on the new base. The indices for other years prior to 1961 given in these tables have been derived by interpolating the 1954-1961 change on the 1961 base with the annual changes from the 1954 based series.

(*Tables on following pages*)

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Telephone inquiries should be made to WATerloo 4944, Extension 1195.

U.K. Import and Export Unit Value Index Numbers (1)

TABLE 1. (1961 = 100)

	Imports					Exports								(2) Terms of Trade
								Manufactured Goods [5 to 8]						
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5 to 8]	Total	Non Manufactures	Total	Chemicals [5]	Textiles (3)	Metals (4)	Machinery and Transport Eqpt. [7]	Other	
Weights	1,000	338	230	110	318	1,000	129	838	89	67	126	442	114	
1954	104	108	104	110	98	91	105	89	114	95	90	83	87	87
1955	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963														
1961 January	101	103	100	101	100	100	100	100	102	98	103	99	99	99
February	100	101	99	101	99	100	102	100	101	101	101	99	98	100
March	100	101	100	102	100	100	101	100	102	100	102	100	100	100
April	101	102	101	101	100	100	102	100	102	101	100	100	100	99
May	102	103	101	100	102	101	102	101	102	101	101	100	101	99
June	102	102	102	100	101	101	100	101	99	102	100	101	101	99
July	100	98	102	100	100	101	100	101	99	100	100	101	100	100
August	99	96	101	98	102	101	100	102	99	101	100	102	101	102
September	100	97	100	100	102	101	100	101	99	100	99	102	101	101
October	100	98	100	100	102	100	99	100	99	99	99	101	100	100
November	100	100	98	100	101	101	99	101	99	98	101	102	102	101
December	100	100	99	100	101	101	101	102	100	101	100	102	103	102
1962 January	100	100	98	100	100	102	101	102	98	100	103	102	103	102
February	100	101	98	100	99	101	101	101	97	100	101	102	101	101
March	99	101	98	99	99	101	101	101	98	101	102	102	100	102
April	100	102	98	99	99	101	100	101	96	101	103	102	99	101
May	99	101	97	99	99	101	100	101	96	100	104	102	100	102
June	100	103	96	98	99	101	100	101	95	101	101	102	100	101
July	100	102	96	99	101	101	99	101	96	101	102	103	100	101
August	99	101	95	99	101	101	99	102	96	101	102	103	100	102
September	100	103	94	98	101	102	98	102	97	102	102	103	102	102
October	101	106	94	98	101	102	99	102	98	100	102	104	103	101
November	100	105	94	97	101	101	98	102	98	99	101	104	101	101
December	100	105	95	99	101	102	99	103	96	100	102	105	104	102
1963 January	101	106	94	98	101	102	100	103	97	100	103	104	103	101
February	102	107	96	98	101	103	100	103	99	102	102	104	105	101
March	102	108	96	98	102	103	101	103	99	102	102	104	104	101
April	102	107	97	98	101	103	100	103	100	102	102	105	103	101
May	103	109	98	99	101	103	101	103	99	102	102	105	103	100
June	104	113	97	99	101	104	102	104	99	102	102	106	104	99
July	103	111	97	99	101	104	103	104	98	103	102	106	104	101
August														
September														
October														
November														
December														

(1) The figures in square brackets relate to Section code numbers in the Standard International Trade Classification Revised.
(2) Export Unit Value Index as a percentage of the Import Unit Value Index.
(3) Export List Division 65.
(4) Export List Divisions 67, 68 and 69.

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U.K. Import and Export Volume Index Numbers (1)

TABLE 2.

(1961 = 100)

	Imports					Exports							
								Manufactured Goods [5-8]					
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5-8]	Total	Non Manufactures	Total	Chemicals [5]	Textiles (2)	Metals (3)	Machinery and Transport Eqpt. [7]	Other
1954	73	82	96	63	50	82	83	79	57	141	75	75	82
1955	82	88	102	75	63	87	85	86	65	135	86	82	90
1956	81	90	99	71	63	92	89	91	69	129	97	89	90
1957	84	93	103	70	66	93	88	93	74	128	100	91	91
1958	84	98	92	76	67	90	88	90	71	109	93	90	89
1959	90	98	98	88	77	93	90	93	81	109	99	92	91
1960	102	100	107	96	103	98	92	98	93	109	98	97	96
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	113	104	102	110	101	107	99	100	100	103
1963													
1961 January	109	103	115	120	109	108	109	108	108	119	107	109	104
February	97	95	102	99	95	97	93	98	101	104	99	96	99
March	109	106	108	115	110	101	96	102	101	107	99	103	101
April	96	96	99	99	94	104	90	106	100	104	104	109	99
May	106	104	109	107	105	97	88	98	96	95	104	99	93
June	100	98	102	94	104	103	102	104	99	92	105	108	101
July	96	95	92	103	97	101	94	101	101	103	103	99	106
August	98	95	106	98	97	99	99	100	91	92	91	106	96
September	94	103	87	88	92	85	98	83	96	87	81	79	91
October	103	111	98	100	99	104	115	102	104	101	106	99	108
November	102	104	93	101	106	104	115	102	104	106	103	99	107
December	93	97	94	93	87	96	99	93	100	93	99	91	94
1962 January	111	112	109	117	107	100	105	101	102	100	96	104	92
February	91	96	81	99	90	97	104	96	101	100	96	96	91
March	107	113	94	116	108	103	107	103	114	103	105	100	101
April	96	99	85	94	101	106	110	106	103	95	99	110	104
May	113	120	102	123	109	109	114	109	119	108	110	107	113
June	101	102	93	112	102	104	95	105	108	102	102	107	103
July	106	105	99	120	107	107	108	107	110	100	103	107	110
August	105	101	101	133	103	94	110	92	104	97	94	85	102
September	95	93	89	111	95	92	108	89	100	83	92	86	94
October	113	109	106	132	116	111	126	110	117	104	109	108	114
November	106	102	102	118	108	102	119	99	102	101	99	96	106
December	95	92	94	97	96	101	112	97	111	100	97	93	100
1963 January	109	99	114	138	106	103	109	103	109	94	92	109	92
February	96	92	85	110	102	101	111	100	99	97	95	103	99
March	105	106	91	126	108	117	126	116	119	108	106	121	110
April	104	102	89	131	109	107	118	105	109	98	97	108	106
May	114	108	100	138	121	117	128	117	128	108	113	118	113
June	101	98	95	110	106	107	121	105	113	101	94	106	108
July	113	109	106	122	121	108	115	107	115	104	100	106	117
August													
September													
October													
November													
December													

(1) The figures in square brackets relate to Section code numbers in the Standard International Trade Classification Revised.
(2) Export List Division 65.
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Shipping Movement at U.K. Ports

Foreign and Coastal Trade Movements in Second Quarter of 1963

THE TOTAL NET TONNAGE of vessels in the foreign trade entering and clearing with cargo at United Kingdom ports during the second quarter of this year was almost 4 per cent more than that recorded for the corresponding period during 1962.

The Commonwealth share of the net tonnage of vessels entering and clearing with cargo fell from almost 53 per cent to 51 per cent compared with the second quarter of 1962, whilst that of foreign vessels rose accordingly. The net tonnage of vessels flying the flags of Sweden, France and Greece showed substantial increases, whilst those flying the flags of Italy and Spain showed decreases.

Entrances and clearances with cargo from and to European (Atlantic) and Western Mediterranean countries rose by 571 thousand net tons (14 per cent) and from and to East Africa, Persian Gulf and India by 852 thousand net tons (19 per cent). However, the movements between the United Kingdom and Australasia fell by 111 thousand net tons (8 per cent), between the United Kingdom and East Asia and Islands in the Pacific by 109 thousand net tons (8 per cent) and between the United Kingdom and West Indies and Central America (Atlantic Coast) by 206 thousand net tons (7 per cent).

Export Opportunities for U.K. Traders

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the *Board of Trade Journal* under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the *Export Service Bulletin*, which is published three times a week, with a weekly supplement, by the Export Services Branch of the Board of Trade.

Arrivals and departures with cargo at the ports of Grimsby and Middlesbrough registered increases but Bristol recorded a decrease amounting to 155 thousand net tons (slightly less than 12 per cent).

Although there was little change in the total figures for arrivals and departures in the coasting trade, there were substantial changes in the figures for individual ports, Milford Haven being outstanding with an increase of 215 thousand net tons (42 per cent) over the figure recorded for the second quarter of 1962.

Foreign Trade Entrances and Clearances with Cargo

TABLE 1

	Entered				Cleared			
	Number of vessels	Total	Commonwealth (*a*)	Foreign	Number of vessels	Total	Commonwealth (*a*)	Foreign
		Thousand tons net				Thousand tons net		
1962 1st Quarter	12,993	21,513	10,776	10,737	11,417	12,942	7,499	5,443
2nd Quarter	14,307	24,525	12,067	12,458	11,844	13,986	8,187	5,799
3rd Quarter	14,986	26,090	12,678	13,411	12,433	15,798	9,013	6,785
4th Quarter	13,243	23,306	11,267	12,039	11,549	13,593	7,892	5,701
1963 1st Quarter	12,045	21,819	10,384	11,435	11,577	13,147	7,254	5,893
2nd Quarter	14,527	25,105	12,202	12,903	12,594	14,829	8,175	6,654

(*a*) Commonwealth and Irish Republic and South Africa.

Foreign Trade Entrances and Clearances in Ballast

TABLE 2

	Entered				Cleared			
	Number of vessels	Total	Commonwealth (*a*)	Foreign	Number of vessels	Total	Commonwealth (*a*)	Foreign
		Thousand tons net				Thousand tons net		
1962 1st Quarter	3,386	5,022	2,268	2,754	5,037	14,058	5,816	8,243
2nd Quarter	4,040	6,014	2,917	3,097	6,704	16,530	6,785	9,746
3rd Quarter	5,427	8,332	4,016	4,316	7,939	18,667	7,672	10,995
4th Quarter	3,494	5,712	2,479	3,232	5,190	15,183	5,669	9,513
1963 1st Quarter	3,974	5,281	2,397	2,884	4,694	14,519	6,164	8,355
2nd Quarter	4,614	6,719	3,135	3,583	6,480	16,823	7,009	9,814

(*a*) Commonwealth, Irish Republic and South Africa.

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom or *vice versa*, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Shipping Movement at U.K. Ports (*Continued*)

TABLE 3 **Foreign Trade Entrances and Clearances with Cargo** Thousand tons net

	Entered			Cleared		
	1962	1963	1963	1962	1963	1963
Nationality of Vessels	2nd Qtr.	1st Qtr.	2nd Qtr.	2nd Qtr.	1st Qtr.	2nd Qtr.
Commonwealth (*a*):						
Registered in United Kingdom	11,424	9,877	11,554	7,673	6,768	7,681
„ Canada	28	3	6	6	3	6
„ Other Countries (*a*)	616	503	643	507	483	488
Total Commonwealth (*a*)	12,068	10,384	12,202	8,186	7,254	8,175
Soviet	168	141	194	79	103	111
Finnish	121	116	147	89	99	99
Swedish	781	844	1,010	288	405	321
Norwegian	2,496	2,554	2,538	819	940	1,035
Danish	554	568	633	395	366	406
Polish	43	58	41	44	48	39
German	876	641	816	508	618	545
Dutch	1,942	1,505	2,034	1,351	1,297	1,465
Belgian	425	436	441	416	386	412
French	1,028	718	1,133	561	542	702
Spanish	130	318	121	134	114	89
Italian	571	502	452	38	34	49
Yugoslav	48	39	36	24	29	17
Greek	398	500	583	95	140	122
United States of America	752	465	747	636	338	737
Panamanian	380	256	280	17	66	104
Liberian	1,384	1,421	1,302	52	95	148
Other	361	354	397	254	272	255
Total Foreign	12,458	11,435	12,903	5,800	5,893	6,654
TOTAL	24,526	21,819	25,105	13,986	13,147	14,829
Trading Areas						
Irish Republic	1,105	1,047	1,146	1,075	1,033	1,152
Northern Europe (Foreign)	5,528	4,742	5,398	4,764	5,044	5,484
Europe (Atlantic) and Western Mediterranean Countries	2,342	1,827	2,661	1,715	1,627	1,967
Central and Eastern Mediterranean Countries	1,623	2,287	1,644	459	479	420
West and South Africa	1,343	1,464	1,402	605	710	613
East Africa, Persian Gulf, India	3,690	3,958	4,580	764	813	726
Eastern Asia and Islands in the Pacific	668	637	683	634	556	510
Australasia	973	776	869	488	533	481
North America (Atlantic Coast)	3,765	1,915	3,449	2,535	1,326	2,595
West Indies and Central America (Atlantic Coast)	2,426	2,098	2,246	354	396	328
South America (Atlantic Coast)	516	496	487	333	326	306
South and Central America (Pacific Coast)	139	177	149	67	107	91
North America (Pacific Coast)	349	372	362	191	196	152
Other Areas	57	22	31	1	—	3
Total Commonwealth Countries (*a*)	8,615	7,759	9,233	3,996	3,586	3,955
Total Foreign Countries	15,911	14,060	15,872	9,990	9,562	10,874
TOTAL	24,526	21,819	25,105	13,986	13,147	14,829

(*a*) Commonwealth, Irish Republic and South Africa.

(*Continued on next page*)

REPORTS FOR U.K. EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirer should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

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Shipping Movement at U.K. Ports (*Continued*)

TABLE 4. **Foreign Trade: Arrivals and Departures at Principal Ports** Thousand tons net

PORT	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1962 2nd Qtr.	1963 1st Qtr.	1963 2nd Qtr.	1962 2nd Qtr.	1963 1st Qtr.	1963 2nd Qtr.	1962 2nd Qtr.	1963 1st Qtr.	1963 2nd Qtr.	1962 2nd Qtr.	1963 1st Qtr.	1963 2nd Qtr.
Blyth	9	3	1	47	71	34	36	52	38	42	65	50
Bristol	1,164	1,034	1,049	1,181	1,086	1,076	158	155	118	1,086	1,076	1,059
Cardiff	401	409	417	497	531	498	180	218	180	541	620	622
Dover	919	785	924	1,672	1,120	1,876	894	774	868	1,664	1,110	1,826
Falmouth (inc. Truro)	11	18	3	232	340	229	2	1	3	460	543	437
Folkestone	170	140	186	316	142	335	139	145	155	320	151	312
Grimsby (inc. Immingham)	481	570	558	604	705	795	212	243	348	593	682	786
Harwich	929	865	928	956	878	976	921	861	938	963	875	981
Holyhead	333	296	336	347	300	351	342	281	337	349	292	345
Hull	1,256	1,133	1,233	1,329	1,243	1,382	368	376	491	1,235	1,178	1,303
Lancaster	130	84	107	135	101	113	2	8	18	90	99	87
Liverpool	3,977	3,525	3,910	4,664	4,307	4,692	1,955	1,873	2,010	4,750	4,456	4,524
London	7,159	7,479	7,515	9,097	9,460	9,496	3,878	4,105	3,939	8,776	9,175	9,112
Manchester (inc. Runcorn)	1,196	1,306	1,329	1,254	1,390	1,410	475	438	491	1,169	1,217	1,290
Middlesbrough	376	404	521	669	653	820	542	503	554	835	782	946
Milford Haven	846	903	822	1,024	1,178	1,010	183	231	190	909	1,160	949
Newhaven	112	30	120	126	31	152	109	29	121	123	31	147
Newport (Mon.)	183	202	278	365	343	435	257	256	205	372	380	424
Plymouth	147	93	131	301	209	348	50	72	74	290	249	380
Southampton	4,247	2,764	4,408	5,509	3,474	5,750	2,101	1,351	2,306	5,551	3,566	5,718
Swansea	270	260	321	683	668	719	635	612	633	839	772	908
Tyne ports	626	416	593	1,040	748	1,043	440	361	440	1,034	962	1,118
Glasgow	1,214	1,135	1,159	1,411	1,396	1,353	775	763	732	1,452	1,480	1,457
Grangemouth	234	269	280	370	392	428	304	280	316	372	366	403
Greenock	292	87	223	606	187	450	161	32	193	662	255	453
Leith	235	182	227	243	200	228	105	89	82	231	182	207
Belfast	438	406	419	481	487	468	94	119	82	455	433	433
Other ports	2,119	1,794	2,041	2,568	2,326	2,518	1,049	1,015	1,146	2,441	2,300	2,481
TOTAL	29,471	26,593	30,040	37,727	33,965	38,985	16,364	15,245	17,008	37,603	34,456	38,762

TABLE 5. **Coasting Trade: Arrivals and Departures at Principal Ports** Thousand tons net

PORT	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1962 2nd Qtr.	1963 1st Qtr.	1963 2nd Qtr.	1962 2nd Qtr.	1963 1st Qtr.	1963 2nd Qtr.	1962 2nd Qtr.	1963 1st Qtr.	1963 2nd Qtr.	1962 2nd Qtr.	1963 1st Qtr.	1963 2nd Qtr.
Blyth	3	3	4	594	671	586	593	660	576	602	667	81
Bristol	226	309	262	370	406	431	111	156	124	356	401	462
Cardiff	96	105	65	359	308	312	104	160	70	288	240	202
Cowes	1,146	361	545	1,166	869	1,233	1,110	320	506	1,162	867	1,232
Falmouth	46	49	38	385	334	280	23	14	22	118	112	62
Hartlepool	1	3	2	218	194	211	201	187	205	221	195	224
Hull	201	222	245	250	319	328	40	95	44	310	430	354
Immingham	112	96	131	243	266	293	75	147	131	239	275	288
Lancaster	295	385	370	368	500	423	357	367	397	386	419	434
Liverpool	657	605	693	971	959	1,015	664	654	717	1,006	1,056	1,099
London	1,944	2,153	2,171	2,602	2,743	2,819	774	582	701	2,770	2,801	2,949
Manchester	245	211	197	401	319	335	309	217	221	462	453	370
Middlesbrough	118	119	129	367	342	391	76	81	89	202	247	243
Milford Haven	78	67	97	387	464	457	408	599	604	466	634	668
Newport (Mon.)	73	64	79	139	157	181	33	43	45	129	132	150
Portsmouth	95	114	112	792	655	781	21	26	21	813	655	785
Preston	185	196	228	220	234	255	209	188	216	266	245	273
Southampton	737	607	788	1,331	1,366	1,485	1,161	1,161	1,288	1,292	1,298	1,435
Sunderland	64	75	57	502	630	645	374	515	520	460	605	604
Swansea	64	38	62	434	359	438	210	207	178	276	254	236
Tyne ports	147	123	163	1,064	1,151	1,171	618	698	677	982	987	1,027
Glasgow	262	326	309	442	660	490	188	333	189	395	455	436
Belfast	1,474	1,510	1,453	1,526	1,536	1,550	1,149	1,130	1,165	1,528	1,543	1,580
Other ports	2,906	3,040	2,924	4,512	4,264	4,248	1,988	1,850	1,975	4,408	4,008	4,291
TOTAL	11,175	10,779	11,124	19,643	19,704	20,356	10,796	10,388	10,681	19,137	18,979	19,983

(*Continued on next page*)

Shipping Movement at U.K. Ports (*Continued*)

Coasting Trade

TABLE 6.

	Arrived with cargo			Departed with cargo		
	No. of vessels	Commonwealth (*a*)	Foreign	No. of vessels	Commonwealth (*a*)	Foreign
		Thous. tons net			Thous. tons net	
1962 1st Quarter	20,745	9,444	1,295	20,415	9,059	1,294
2nd Quarter	23,449	9,976	1,198	22,293	9,543	1,253
3rd Quarter	21,826	9,623	1,451	20,779	9,087	1,492
4th Quarter	18,028	8,567	1,485	19,123	8,925	1,362
1963 1st Quarter	19,324	9,112	1,668	18,741	8,720	1,668
2nd Quarter	20,732	9,621	1,504	19,421	9,217	1,464

(*a*) Commonwealth, Irish Republic and South Africa.

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Retail Stocks in July

THE VALUE of retail stocks at the end of July was 2 per cent higher than a year earlier, compared with increases of 3 per cent in May and June. After allowing for seasonal factors, the level of the value of stocks in July was the same as in June, and slightly lower than the level of the previous few months.

In volume terms, stocks showed an increase of 2 per cent compared with a year earlier.

Estimates of Changes in Total Retail Stocks

(At cost at end of month)

Index numbers (end 1956 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices.												
1956. . .	96	100	101	102	102	100	97	95	101	109	114	100
1957. . .	100	105	107	109	110	107	104	103	107	117	123	107
1958. . .	105	109	111	112	112	109	106	106	110	119	123	109
1959. . .	108	111	112	114	115	114	111	109	114	123	129	115
1960. . .	113	119	123	124	126	125	120	118	123	131	136	120
1961. . .	119	124	129	131	132	131	126	124	128	136	142	125
1962. . .	124	128	135	137	139	135	132	130	133	144	151	133
1963. . .	130	134	142	142	143	139	135					
1961. . .	+5	+5	+5	+5	+4	+5	+5	+5	+4	+4	+4	+4
1962. . .	+5	+3	+5	+4	+6	+2	+4	+5	+4	+6	+7	+7
1963. . .	+5	+4	+5	+4	+3	+3	+2					
(b) At constant (Dec. 1956) prices.												
1956. . .	99	103	103	104	103	101	98	96	102	110	115	100
1957. . .	100	104	106	108	109	106	113	102	106	115	121	105
1958. . .	104	107	109	110	110	107	104	104	108	117	121	107
1959. . .	106	109	110	113	113	113	110	108	112	121	127	113
1960. . .	111	117	122	122	124	123	117	116	120	128	133	117
1961. . .	116	121	125	127	127	126	121	118	122	129	134	118
1962. . .	117	121	127	129	130	125	122	120	123	133	139	122
1963. . .	121	123	131	131	132	129	124					
1961. . .	+4	+3	+3	+3	+2	+3	+3	+2	+1	+1	+1	nil
1962. . .	+1	nil	+2	+2	+2	—1	nil	+2	+1	+3	+4	+4
1963. . .	+3	+2	+3	+2	+2	+3	+2					

(A description of the basis and construction of these estimates was given on page 1289 of the *Board of Trade Journal* of December 19, 1958.)

Registrations of British and Foreign Films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, September 6, 1963.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
BRITISH					
Look at Life Series 18:					
Jazz all the Way	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 28774	9	September 2
The Key of the Door	" "	" "	Br/E 28775	10	September 2
Movietone News 1786A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 28509	7	September 6
Movietone News 1787	" "	" "	Br/E 28510	7	September 6
Pathe News 63-71	Warner-Pathe Distributors Ltd.	Associated British-Pathe Limited	Br/E 28562	8	September 6
Pathe News 63-72	" "	" "	Br/E 28563	8	September 6
FOREIGN					
Sheep Stealers Anonymous	Columbia Pictures Corporation Ltd.	Columbia Pictures Corporation	F 28776	7	September 4
Aqua Duck	Warner-Pathe Distributors Ltd.	Warner Bros. Pictures Inc.	F 28777	7	September 4
Wall of Noise	" "	" "	F 28778	91	September 5
Rampage	" "	" "	F 28779	93	September 5
Big Clean Up	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Inc.	F 28780	6	September 5
Cherry Blossom Festival	" "	" "	F 28781	6	September 5
Driven to Extraction	" "	" "	F 28782	6	September 5
The Missing Genie	" "	" "	F 28783	6	September 5
Rocky Jones – Space Ranger (Nos. 19/23):					
Vena and the Darnamo	Animated Motion Pictures Ltd.	Roland Reed Productions Inc.	F 28784	20	September 6
Escape into Space	" "	" "	F 28785	22	September 6
Kip's Private War	" "	" "	F 28786	21	September 6
Recoil	British Lion Films Ltd.	Producers-Distributors Associates Ltd.	F 28787	88	September 6

The title of the film 'The Giants of Thessaly' (F 28739) registered on August 15, 1963, has been amended to read 'Jason and the Golden Fleece'.
Where the title appears in italics the film forms part of a series.
Br/E indicates that the film is a British quota film.

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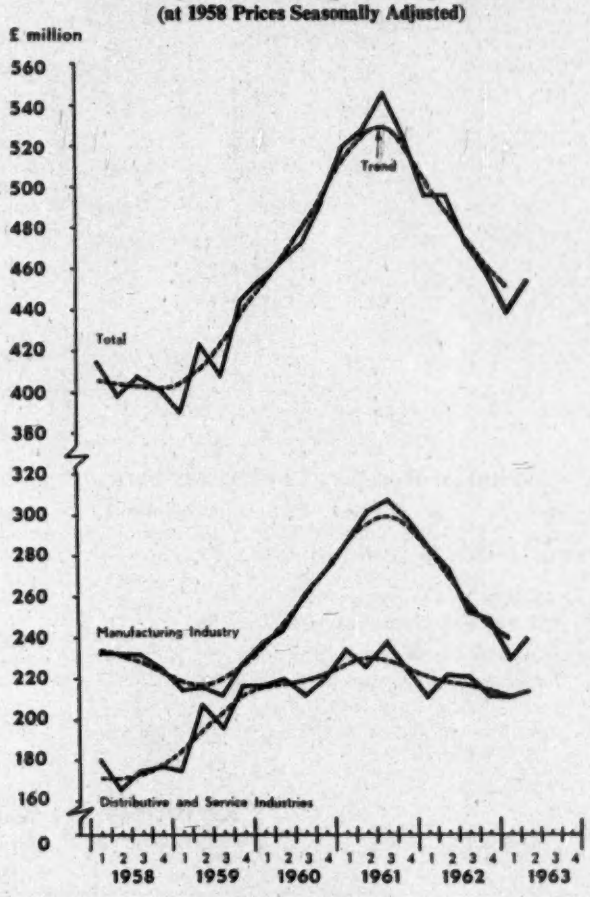
Industry's Capital Expenditure in Second Quarter of 1963

PROVISIONAL RESULTS for the second quarter of 1963 show that the volume of industry's capital expenditure (at 1958 prices and after seasonal adjustment) rose by about 3 per cent compared with the first quarter of the year, after falling by 5 per cent in the first quarter. Insufficient is known about the effect on expenditure charged to capital account of the exceptionally cold weather experienced in the early months of the year, for reliable conclusions to be drawn from the figures for the first two quarters of 1963 considered on their own; both quarters' figures are likely to have been abnormally affected by the weather. In view of this, it would seem probable that the underlying trend in recent quarters is indicated more satisfactorily, on this occasion, by comparing the figures for the first half of the year as a whole with those for the second half of 1962. Thus, the volume of industry's capital expenditure (at 1958 prices, seasonally adjusted) was some 4 per cent lower in the first half of 1963 than in the second half of 1962, continuing the downward trend illustrated in the accompanying chart. The figures for industry's total expenditure on new building work and on plant and machinery, in the first half of 1963 (see Table 1 below), were both some 7 per cent lower than in the second half of last year, with expenditure on vehicles rising by 7 per cent between the same two periods.

Within the total for private industry as a whole, the figures for the two broad sectors of industry, also illustrated in the accompanying chart, show slightly different movements over the periods concerned. The expenditure of manufacturing industry which rose by 5 per cent between the first and second quarters of 1963, was 6 per cent lower in the first half of 1963 than in the second half of 1962. The expenditure of the distributive and service industries, on the other hand, which rose by a little over 1 per cent between the first and second quarters of 1963, declined by only 2 per cent between the second half of 1962 and the first half of this year.

Industry's Fixed Capital Expenditure
(at 1958 Prices Seasonally Adjusted)



Manufacturing Industry

Provisional estimates for the second quarter of 1963 show that the volume of capital expenditure by manufacturing industry rose (at 1958 prices and after seasonal adjustment) by about 5 per cent between the first and second quarters of this year, after falling 8 per cent in the first quarter. In view of the uncertainty about the effect which the bad weather, in the early months of the year, has had on the amount of expenditure charged to capital account in each of the first two quarters, it seems most useful to look at the

Table 1. Industry's Fixed Capital Expenditure at 1958 Prices Seasonally Adjusted (a) £million

Period	Analysis by Industrial Sectors		Total	Analysis by Type of Asset		
	Manufacturing Industry (b)	Distributive and Service Industries (c)		New Building Work	Vehicles	Plant and Machinery
1958	922	699	1,621	449	378	794
1959	871	795	1,666	457	422	787
1960	1,016	869	1,885	530	469	886
1961	1,195	923	2,118	634	445	1,039
1962	1,059	865	1,924	620	370	934
1958 1st quarter	233	181	414	112	99	203
2nd quarter	232	166	398	113	90	195
3rd quarter	232	175	407	113	95	199
4th quarter	225	177	402	111	94	197
1959 1st quarter	215	175	390	108	93	189
2nd quarter	216	207	423	112	111	200
3rd quarter	212	196	408	111	101	196
4th quarter	228	217	445	126	117	202
1960 1st quarter	238	217	455	130	115	210
2nd quarter	244	220	464	130	119	215
3rd quarter	261	212	473	133	115	225
4th quarter	273	220	493	137	120	236
1961 1st quarter	286	234	520	147	121	252
2nd quarter	302	226	528	160	107	261
3rd quarter	308	238	546	162	116	268
4th quarter	299	225	524	165	101	258
1962 1st quarter	285	211	496	158	92	246
2nd quarter	274	222	496	159	96	241
3rd quarter	252	221	473	161	89	223
4th quarter	248	211	459	142	93	224
1963 1st quarter	228	210	438	136	97	205
2nd quarter	240	213	453	144	98	211

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting - after exclusion of dwellings - for 56 per cent of total capital expenditure in 1960. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

(*Continued on next page*)

Industry's Capital Expenditure (*Continued*)

figures for the first half of 1963 as a whole. These figures show a fall in the total expenditure of manufacturing industry, when compared with those for the last half of 1962, of some 6 per cent, reflecting falls of 5 per cent and 9 per cent, respectively, in expenditure on building work and on plant and machinery. Expenditure on vehicles rose between these two half-yearly periods, but the figures involved are relatively small.

Detailed figures for individual industry groups will, as usual, not become available for the second quarter of the year until the final article—due to appear in the *Board of Trade Journal* on October 11, 1963. The provisional figures (at 1958 prices, seasonally adjusted) suggest, however, that in the first half of 1963 the bulk of the 6 per cent decline in the capital expenditure of manufacturing industry, as compared with expenditure in the last half of 1962, occurred in the metal manufacturing (primarily the iron and steel) sector. Although widespread, the decline in expenditure between these two half-yearly periods was not universally experienced throughout industry; there was some increase in expenditure in the 'engineering, shipbuilding and metal goods' and in the 'paper, printing and publishing' groups of industries.

Table 2. Fixed Capital Expenditure of Manufacturing Industry at 1958 Prices Seasonally Adjusted (a) (b) (d) £million

Period	Analysis by Industry Group									Analysis by Type of Asset		
	Food, Drink and Tobacco	Chemicals and Allied Industries	Metal Manufacture	Engineering, Shipbuilding and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper, Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders											
	III	IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	197·0	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·5	622·1
1959	106·5	169·0	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·2	589·9
1960	128·5	149·8	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	185·6	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·2	71·9	805·1
1962	131·5	175·4	209·7	207·2	97·1	79·5	70·6	87·5	1,058·5	292·3	61·5	704·7
1958 1st quarter	28·7	50·5	36·1	51·2	16·8	16·5	17·2	16·0	233·0	62·4	13·3	157·3
2nd quarter	28·4	47·9	35·8	54·0	17·5	14·9	17·3	15·8	231·6	65·4	13·0	153·2
3rd quarter	28·6	49·3	36·6	50·7	17·6	17·4	15·3	16·2	231·7	60·9	13·4	157·4
4th quarter	26·9	49·3	35·0	48·9	17·9	14·8	15·4	17·1	225·3	58·3	12·8	154·2
1959 1st quarter	25·2	47·2	30·1	49·3	18·5	13·6	15·3	15·8	215·0	55·4	13·8	145·8
2nd quarter	28·0	43·8	31·3	49·3	16·1	15·2	15·2	16·6	215·5	53·3	14·2	148·0
3rd quarter	27·3	36·8	34·2	49·2	15·1	17·2	14·7	18·0	212·5	53·1	13·7	145·7
4th quarter	26·0	41·2	34·1	53·0	19·3	20·5	15·1	18·7	227·9	62·0	15·5	150·4
1960 1st quarter	30·2	37·6	39·2	55·8	15·5	20·8	17·4	22·3	238·8	63·1	17·2	158·5
2nd quarter	31·5	35·6	42·3	55·9	19·5	21·7	15·4	21·9	243·8	62·4	18·5	162·9
3rd quarter	33·4	37·9	51·3	57·9	21·5	20·1	16·7	22·0	260·8	69·3	18·8	172·7
4th quarter	33·4	38·7	53·3	59·3	21·8	22·6	18·3	25·4	272·8	68·7	20·8	183·3
1961 1st quarter	33·9	43·1	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	45·9	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	48·7	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	47·9	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·7	16·1	200·0
1962 1st quarter	33·4	47·0	55·7	57·5	25·6	24·1	18·4	22·9	284·6	79·5	16·3	188·8
2nd quarter	32·3	45·8	57·5	53·4	23·6	20·9	18·2	22·7	274·4	77·2	14·8	182·4
3rd quarter	32·1	41·4	44·7	51·0	25·6	17·7	17·5	21·8	251·8	71·3	15·0	165·5
4th quarter	33·7	41·2	51·8	45·3	22·3	16·8	16·5	20·1	247·7	64·3	15·4	168·0
1963 1st quarter	29·8	36·5	36·4	50·7	23·4	17·6	15·7	17·7	227·8	61·8	17·1	148·9
2nd quarter									240·0	67·3	19·5	153·2

Table 3. Fixed Capital Expenditure of the Distributive and Service Industries at 1958 Prices Seasonally Adjusted (a) (c) (d) £million

Period	Analysis by Industry Group					Analysis by Type of Asset		
	Wholesale Distribution	Retail Distribution	Shipping	Other Industries	Total			
	Standard Industrial Classification							
	810, 831, 832	820	704	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX, XXI, Part of XXII and XXIII	Building work	Vehicles	Plant and Machinery
1958	73	130	147	349	699	202	326	171
1959	88	163	161	383	795	234	364	197
1960	96	175	158	440	869	266	394	209
1961	101	198	128	496	923	316	373	234
1962	97	219	102	447	865	328	308	229
1959 1st quarter	22	38	36	79	175	53	79	43
2nd quarter	22	40	46	99	207	58	97	52
3rd quarter	22	41	35	98	196	59	87	50
4th quarter	22	44	44	107	217	64	101	52
1960 1st quarter	20	44	39	114	217	67	98	52
2nd quarter	25	44	42	109	220	67	101	52
3rd quarter	25	42	40	105	212	64	96	52
4th quarter	26	45	37	112	220	68	99	53
1961 1st quarter	27	44	39	124	234	73	102	59
2nd quarter	26	48	27	125	226	79	88	59
3rd quarter	25	53	32	128	238	82	98	58
4th quarter	23	53	30	119	225	82	85	58
1962 1st quarter	22	57	26	106	211	78	76	57
2nd quarter	23	55	31	113	222	82	81	59
3rd quarter	27	54	22	118	221	90	74	57
4th quarter	25	53	23	110	211	78	77	56
1963 1st quarter	22	53	22	113	210	74	80	56
2nd quarter					213	77	78	58

(*Continued on next page*)

Industry's Capital Expenditure (*Continued*)

Distributive and Service Industries

It is provisionally estimated that the volume (at 1958 prices, seasonally adjusted) of fixed capital expenditure by the distributive and service industries was about 1 per cent (or £3 million) higher in the second quarter than in the first quarter of 1963, after remaining virtually unchanged in the first quarter of the year. In view of the uncertainties attaching to the figures for the first two quarters of 1963, due to the abnormally cold weather experienced in the early months of the year, this slight second quarter increase in expenditure cannot be considered significant. A comparison of the figures for the first six months of the year with those for the second half of 1962, shows a fall of 2 per cent in total expenditure – and this is perhaps a better indication of the underlying trend during the period. The figures of expenditure on vehicles (which includes ships) and on plant and machinery, in the first half of the year, both showed slight increases in expenditure compared with the latter half of 1962, but expenditure on new building work in this sector of industry fell quite substantially.

Details of the expenditure by separate industry groups in the second quarter of 1963 will not be published until the final article – due to appear in the *Board of Trade Journal* of October 11. Provisional indications are that, allowing for seasonal factors, expenditure by wholesale and retail distributors in the first half of 1963 was lower than in the second half of 1962; expenditure by the shipping industry also fell. Expenditure by other industries (a group which includes banking, insurance, property-owning concerns, construction, catering, entertainment and other service industries) increased between the second half of 1962 and the first half of this year.

Table 4. Industry's Fixed Capital Expenditure at Current Prices (a)

£million

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1958	922	699	1,621
1959	867	786	1,653
1960	1,021	857	1,878
1961	1,239	926	2,165
1962	1,126	895	2,021
1958 1st quarter	221	182	403
2nd quarter	227	161	388
3rd quarter	230	165	395
4th quarter	244	191	435
1959 1st quarter	203	175	378
2nd quarter	209	202	411
3rd quarter	212	180	392
4th quarter	243	229	472
1960 1st quarter	221	211	432
2nd quarter	236	211	447
3rd quarter	271	199	470
4th quarter	293	236	529
1961 1st quarter	273	231	504
2nd quarter	304	221	525
3rd quarter	331	229	560
4th quarter	331	245	576
1962 1st quarter	281	213	494
2nd quarter	285	225	510
3rd quarter	277	225	502
4th quarter	283	232	515
1963 1st quarter	228	216	444
2nd quarter	252	215	467

Notes relating to Tables 1, 2, 3 and 4:

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the quarterly industry group figures in Tables 2 and 3 because of the margins of error involved in the seasonal adjustments.

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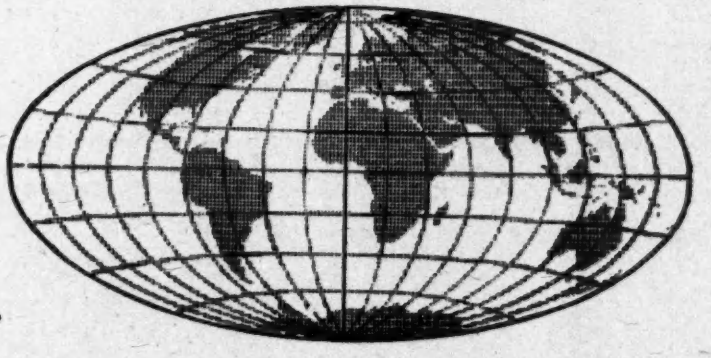

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Industry's Stocks in Second Quarter of 1963

PROVISIONAL ESTIMATES of the volume (at 1958 prices) of stocks held by manufacturers and distributors show, after allowance is made for seasonal factors, a slight although not perhaps a significant rise of £12 million during the second quarter of 1963. The volume of wholesalers' stocks showed a rise of £19 million, but this was partially offset by falls of £4 million and £3 million in the volume of stocks held by manufacturers and retailers.

Manufacturers' Stocks

Provisional estimates for the second quarter of 1963 show that the total volume of manufacturers' stocks and work in progress (at 1958 prices, seasonally adjusted) fell by £4 million—a change which cannot be regarded as significant. This very slight fall in the total stocks held by manufacturers was made up of a small increase in work in progress (£6 million), offset by a small fall (£8 million) in stocks of finished goods, with stocks of materials and fuel remaining virtually unchanged (down £2 million).

Detailed figures for individual sectors of industry will, as usual, not become available for the second quarter of the year until the final article – due to appear in the *Board of Trade Journal* of October 11, 1963. The provisional figures suggest, however, that a decline in the stocks (principally of materials and fuel) held by the 'engineering, shipbuilding and vehicles' and by the 'other manufacturing' sectors, was largely balanced by a considerable increase in the stocks (also, primarily, of materials and fuel) held by the 'food, drink and tobacco' group of industries.

Wholesalers' Stocks

It is provisionally estimated that the volume of wholesalers' stocks rose by £19 million (2 per cent) during the second quarter of 1963, after allowing for seasonal factors.

The detailed figures for the three main groups of wholesalers shown in Table 3 will not be available until the final second quarter article, but provisional indications show a rise in the volume of stocks held by wholesale distributors (Standard Industrial Classification, Minimum List Heading 810) and by dealers in industrial materials and machinery (Minimum List Heading 832), with little change in the stocks held by dealers in coal, builders' merchants etc. (Minimum List Heading 831).

Retailers' Stocks

The volume of retailers' stocks (at 1958 prices, seasonally adjusted) fell by £3 million during the quarter.

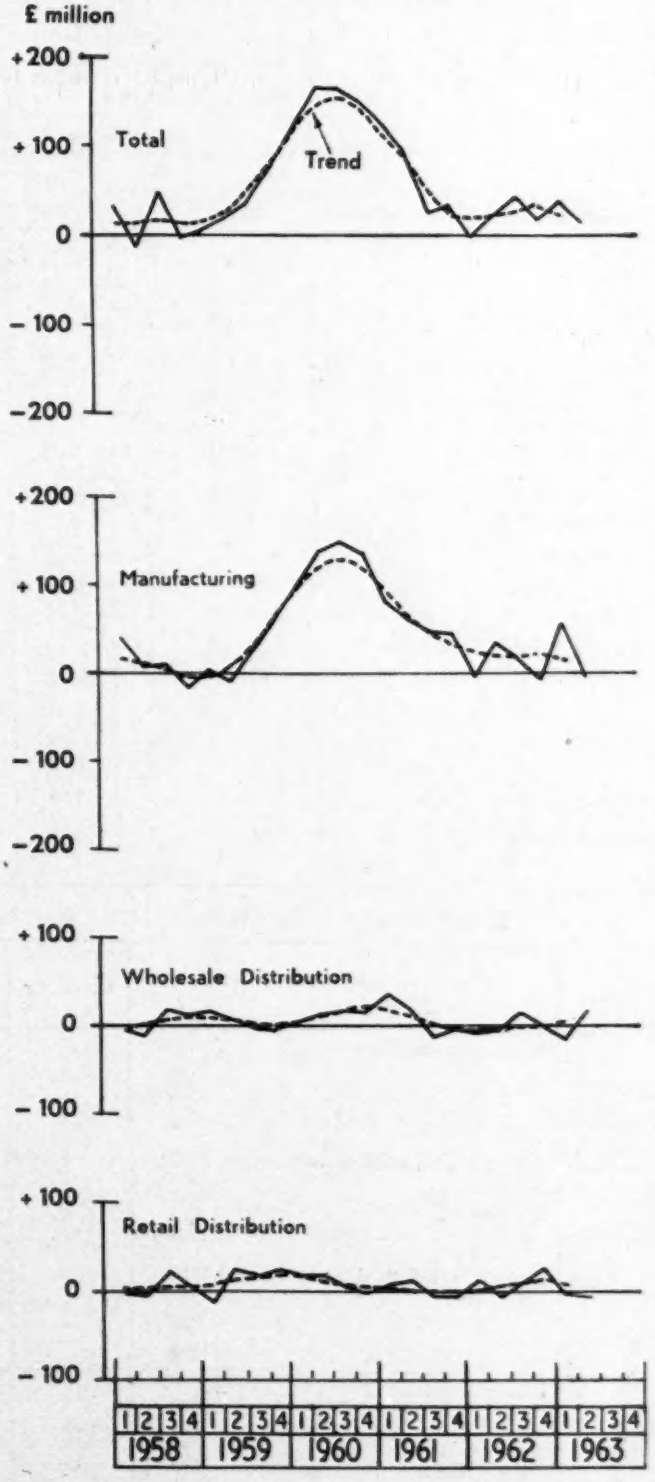
Table 1. Changes in the Volume of Industry's Stocks at 1958 Prices, Seasonally Adjusted (a)

£million

Period	Manufacturing (b)	Wholesale Distribution (c)	Retail Distribution (d)	Total (e)
Level of stocks at December 31, 1959	4,952	810	946	6,708
1958	+ 37	+14	+16	+ 67
1959	+ 73	+15	+49	+137
1960	+520	+48	+37	+605
1961	+230	+36	+ 4	+270
1962	+ 42	— 4	+40	+ 78
1958 1st quarter	+ 39	— 5	— 3	+ 31
2nd quarter	+ 7	—11	— 8	— 12
3rd quarter	+ 10	+19	+20	+ 49
4th quarter	— 19	+11	+ 7	— 1
1959 1st quarter	+ 2	+16	—14	+ 4
2nd quarter	— 10	+ 6	+23	+ 19
3rd quarter	+ 23	— 2	+17	+ 58
4th quarter	+ 58	— 5	+23	+ 76
1960 1st quarter	+ 99	+ 5	+18	+122
2nd quarter	+136	+12	+18	+166
3rd quarter	+148	+16	+ 2	+166
4th quarter	+137	+15	— 1	+151
1961 1st quarter	+ 79	+35	+ 8	+122
2nd quarter	+ 60	+19	+11	+ 90
3rd quarter	+ 46	—13	— 8	+ 25
4th quarter	+ 45	— 5	— 7	+ 33
1962 1st quarter	— 4	—10	+13	— 1
2nd quarter	+ 35	— 6	— 8	+ 21
3rd quarter	+ 18	+13	+10	+ 41
4th quarter	— 7	— 1	+25	+ 17
1963 1st quarter	+ 56	—15	— 3	+ 38
2nd quarter	— 4	+19	— 3	+ 12

Changes in Industry's Stocks

At 1958 prices seasonally adjusted



(*Continued on next page*)

Industry's Stocks (*Continued*)

Table 2. Changes in the Volume (at 1958 Prices, seasonally adjusted) of Stocks Held by Manufacturing Industry (a) (b) (f) £ million

Period	Analysis by Industry Group							Analysis by Type of Asset		
	Food, Drink and Tobacco	Chemicals and Allied Industries	Metal Manufacture	Engineering, Shipbuilding and Vehicles	Textiles, Leather and Clothing	Other Manufacturing Industries	Total All Manufacturing Industries	Materials and fuel	Work in progress	Finished goods
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of Stocks at December 31, 1959	720	456	384	2,295	606	491	4,952	1,940	1,785	1,227
1958	— 6	+ 9	—10	+ 32	+ 5	+ 7	+ 37	— 91	+ 27	+101
1959	+26	+31	—10	+ 36	—12	+ 2	+ 73	+ 16	+ 47	+ 10
1960	+52	+41	+73	+250	+42	+62	+520	+225	+127	+168
1961	+18	+15	+ 7	+134	+23	+33	+230	+ 51	+ 84	+ 95
1962	+38	+ 8	—22	+ 36	— 8	—10	+ 42	— 55	+ 54	+ 43
1958 1st quarter	—19	— 1	+ 9	+ 33	+10	+ 7	+ 39	— 21	+ 26	+ 34
2nd quarter	+ 3	— 2	+ 2	+ 8	— 7	+ 3	+ 7	— 43	— 5	+ 55
3rd quarter	+ 3	+ 5	—18	+ 24	— 4	N/C	+ 10	— 15	+ 11	+ 14
4th quarter	+ 7	+ 7	— 3	— 33	+ 6	— 3	— 19	— 12	— 5	— 2
1959 1st quarter	+ 9	+12	— 8	— 11	— 3	+ 3	+ 2	— 4	+ 2	+ 4
2nd quarter	+14	+ 5	N/C	— 13	—13	— 3	— 10	+ 12	N/C	— 22
3rd quarter	+ 2	+ 4	— 5	+ 22	— 3	+ 3	+ 23	— 5	+ 19	+ 9
4th quarter	+ 1	+10	+ 3	+ 38	+ 7	— 1	+ 58	+ 13	+ 26	+ 19
1960 1st quarter	+ 3	— 2	+16	+ 56	+16	+10	+ 99	+ 47	+ 24	+ 28
2nd quarter	+15	+16	+14	+ 64	+12	+15	+136	+ 62	+ 37	+ 37
3rd quarter	+10	+16	+28	+ 55	+24	+15	+148	+ 70	+ 23	+ 55
4th quarter	+24	+11	+15	+ 75	—10	+22	+137	+ 46	+ 43	+ 48
1961 1st quarter	+ 4	+ 7	+13	+ 28	+ 8	+19	+ 79	+ 34	+ 40	+ 5
2nd quarter	N/C	+ 7	+ 1	+ 24	+11	+17	+ 60	+ 18	+ 17	+ 25
3rd quarter	+11	+ 4	— 6	+ 33	N/C	+ 4	+ 46	+ 12	+ 15	+ 19
4th quarter	+ 3	— 3	— 1	+ 49	+ 4	— 7	+ 45	— 13	+ 12	+ 46
1962 1st quarter	+ 4	— 4	— 9	+ 12	N/C	— 7	— 4	— 19	N/C	+ 15
2nd quarter	+18	N/C	— 4	+ 26	N/C	— 5	+ 35	+ 2	+ 26	+ 7
3rd quarter	+ 8	+ 7	—10	+ 19	— 5	— 1	+ 18	— 23	+ 22	+ 19
4th quarter	+ 8	+ 5	+ 1	— 21	— 3	+ 3	— 7	— 15	+ 6	+ 2
1963 1st quarter	—11	+ 8	+ 8	+ 39	— 7	+19	+ 56	— 11	+ 36	+ 31
2nd quarter							— 4	— 2	+ 6	— 8

Table 3. Changes in the Volume (at 1958 Prices, seasonally adjusted) of Stocks Held by Wholesalers (a) (f) £ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1959
810	Wholesale distributors	1959	+13	+ 1	—13	+ 9	+10	548
		1960	+ 5	+ 9	+11	+ 1	+26	
		1961	+30	+10	— 7	— 7	+26	
		1962	—11	—11	+ 6	+ 4	—12	
		1963	—13					
831	Dealers in coal, builders materials, etc.	1959	— 1	+ 4	+ 6	— 4	+ 5	77
		1960	— 1	+ 2	+ 1	+ 2	+ 4	
		1961	+ 1	+ 1	— 1	— 1	N/C	
		1962	+ 2	+ 1	+ 1	+ 4	+ 8	
		1963	+ 5					
832	Dealers in industrial materials and machinery	1959	+ 4	+ 1	+ 5	—10	N/C	185
		1960	+ 1	+ 1	+ 4	+12	+18	
		1961	+ 4	+ 8	— 5	+ 3	+10	
		1962	— 1	+ 4	+ 6	— 9	N/C	
		1963	— 7					
	Total wholesalers	1959	+16	+ 6	— 2	— 5	+15	810
		1960	+ 5	+12	+16	+15	+48	
		1961	+35	+19	—13	— 5	+36	
		1962	—10	— 6	+13	— 1	— 4	
		1963	—15	+19				

(*Continued on next page*)

Industry's Stocks (*Continued*)

Table 4. Changes in the Value (at Book Values) of Stocks Held by Manufacturers and Distributors (a) £ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of Stocks at December 31, 1959
Manufacturing (b)	1958	+ 54	+ 22	— 27	— 28	+ 21	
	1959	+ 27	+ 13	+ 17	+ 80	+137	5,048
	1960	+128	+181	+128	+161	+598	
	1961	+112	+104	+ 47	+ 55	+318	
	1962	+ 10	+ 32	+ 17	+ 35	+ 94	
	1963	+ 67	+ 6				
Wholesale distribution (c)	1958	— 8	— 8	+ 37	— 15	+ 6	
	1959	+ 17	+ 5	+ 25	— 25	+ 22	819
	1960	+ 7	+ 18	+ 52	— 22	+ 55	
	1961	+ 44	+ 20	+ 15	— 36	+ 43	
	1962	+ 5	— 1	+ 32	— 30	+ 6	
	1963	— 6	+ 17				
Retail Distribution (d)	1958	+ 36	— 16	+ 5	— 4	+ 21	
	1959	+ 20	+ 22	— 3	+ 6	+ 45	945
	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 73	+ 19	— 29	— 27	+ 36	
	1962	+ 87	— 5	— 13	— 1	+ 68	
	1963	+ 74	— 22				
Total (e)	1958	+ 82	— 2	+ 15	— 47	+ 48	
	1959	+ 64	+ 40	+ 39	+ 61	+204	6,812
	1960	+203	+214	+161	+118	+696	
	1961	+229	+143	+ 33	— 8	+397	
	1962	+102	+ 26	+ 36	+ 4	+168	
	1963	+135	+ 1				

Notes relating to Tables 1-4.

(a) The estimates are shown to the nearest £m., but should not be regarded as accurate to this degree.

(b) Standard Industrial Classification Orders III-XVI.

(c) S.I.C. Minimum List Headings 810, 831, 832.

(d) S.I.C. Minimum List Heading 820.

(e) S.I.C. Orders III-XVI and XX.

(f) Care should be taken in using the quarterly industry group figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

Sales by Wholesale Textile Houses in July

SALES by wholesale textile houses declined seasonally in July but were 7 per cent higher than a year earlier compared with no change in June and a decrease of 2 per cent in May.

The value of stocks held at end-July was 2 per cent higher than a year earlier.

Note:

These statistics are prepared by the Wholesale Textile Association. Inquiries should be addressed to: The Secretary, The Wholesale Textile Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Total Sales and Stocks

Index Numbers (average 1950 = 100) and Percentage Changes Compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1961 Year	107	+1	..	..
1962 Year	105	—2	..	..
1962 1st Quarter	94	—7	139	+3
2nd Quarter	98	—2	127	—2
3rd Quarter	100	—2	140	—4
4th Quarter	129	+3	113	—2
1963 1st Quarter	92	—3	139	Nil
2nd Quarter	98	Nil	127	Nil
1962 October	146	+2	129	—3
November	131	+2	127	—1
December	110	+7	113	—2
1963 January	70	Nil	119	—1
February	85	—6	136	—1
March	120	—2	139	Nil
April	101	+3	131	—1
May	105	—2	131	+1
June	88	Nil	127	Nil
July	78	+7	135	+2

Analysis by Department

Percentage of Corresponding Values for 1962.

	Sales (b)		Stocks (b)
	July	Jan.-July	At end of July
Women's knitted outerwear, blouses and skirts	106·5	99·9	108·8
Women's coats, costumes, furs and raincoats	114·7	93·0	90·6
Women's underwear	100·0	101·0	112·0
Women's hose and children's socks	108·3	98·1	79·4
Women's millinery	102·6	92·2	104·4
Haberdashery, ribbons and wool	98·3	101·9	122·8
Children's wear	114·4	99·5	103·6
Men's and boys' shirts, pyjamas and outfitting	102·8	104·4	103·6
Gloves	104·4	95·1	117·4
Piece-goods and sets	106·7	94·2	99·4
Household textiles	100·5	99·1	104·2
Floor-coverings, furniture and hardware	110·1	103·0	96·9
Grand total (a)	107·2	99·7	101·5

Notes:
(a) Including some items not included among the sub-headings.
(b) Valued at cost.

Wholesale Prices

Slight Weakening in Prices of Materials

PRICES OF MATERIALS and fuel used in the non-food sector of manufacturing industry, which had increased by nearly 1 per cent in the first half of the year, eased back a little in the last two months. The provisional index at 104.3 in July/August was much the same as in the preceding quarter but some 2 per cent more than in the third quarter of last year. Prices in the food sector continued to be much influenced by the large fluctuation in sugar prices. Average prices of materials, other than sugar, used in the food sector, which had dipped a little in the second quarter, were back to the first quarter level in July/August and some 3 per cent higher than a year earlier.

Output prices continued to edge upwards by about 2 per cent a year, and the provisional price index for products sold on the home market by the non-food sector was 122·0 in July/August, compared with 121·8 in the second quarter of this year and 120·8 in the third quarter of last year. Prices of food products were lower in July/August than in the preceding two quarters, but this was due entirely

1. Materials Purchased by Broad Sectors of Industry — 1954 = 100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1962			1963		1962	1963						
		2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	Aug.	Feb.	March	April	May	June	July	Aug.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	100·9	99·5	100·4	102·1	102·1*	99·0	102·0	101·8	102·2	104·6	99·6*	101·1*	100·2*
	Basic materials	96·3	94·7	95·7	97·5	97·5*	94·2	97·4	97·1	97·6	100·3	94·6*	96·4*	95·4*
	Fuel	135·9	136·4	137·1	137·5	137·5*	136·4	137·6	137·6	137·6	137·5	137·5*	137·5*	137·5*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	103·3	102·2	102·5	103·6	104·2*	102·0	103·4	103·7	104·0	104·2	104·5*	104·4*	104·3*
	Basic materials other than fuel	97·5	96·2	96·5	97·7	98·4*	96·0	97·4	97·8	98·1	98·4	98·8*	98·7*	98·5*
211 to 229	Materials and fuel used in the food manufacturing industries.	95·1	93·5	96·1	98·7	97·6*	92·7	99·0	97·7	98·3	104·7	89·7*	94·3*	92·2*
263 to 277	Materials and fuel used in the chemicals and allied industries.	104·8	104·3	104·3	105·1	106·9*	104·4	105·2	105·6	106·6	106·8	107·3*	107·8*	107·9*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	130·3	130·2	130·5	130·6	130·7*	130·2	130·6	130·6	130·6	130·8	130·7*	130·7*	130·7*
361	Materials and fuel used in the electrical machinery industry.	120·2	120·1	120·3	120·4	120·7*	120·1	120·5	120·5	120·6	120·8	120·8*	120·8*	120·8*
Order X	Materials and fuel used in the textile industries	91·6	90·5	91·4	94·5	95·6*	90·1	94·2	94·9	95·2	95·4	96·3*	96·3*	95·6*
Order XIV	Materials and fuel used in the timber industries	109·0	109·1	108·9	109·2	109·6*	109·0	109·2	109·2	109·3	109·7	109·7*	109·7*	109·9*
Order XV	Materials and fuel used in the paper industries	106·9	104·8	104·2	105·2	105·6*	104·7	105·2	105·3	105·5	105·6	105·7*	106·9*	106·9*
Order XVII	Construction materials	120·5	120·6	120·8	121·0	121·4*	120·6	120·9	121·0	121·2	121·3	121·7*	122·2*	122·4*
Part of Order XVII	House building materials	120·1	120·4	120·6	120·7	121·1*	120·4	120·7	120·8	120·9	121·1	121·4*	122·0*	122·2*

* Provisional figure.

2. Output of Broad Sectors of Industry — 1954 = 100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1962			1963		1962	1963						
		2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	Aug.	Feb.	March	April	May	June	July	Aug.
Orders III to XVI	All manufactured products: Total sales	117·6	118·3	118·7	119·0	119·5*	118·2	119·1	119·2	119·3	119·9	119·2*	119·7*	119·6*
	Home market sales	118·3	118·8	119·2	119·6	119·9*	118·8	119·7	119·7	119·8	120·5	119·5*	120·0*	120·0*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	119·0	119·6	120·1	120·3	120·8*	119·6	120·4	120·5	120·6	120·8	121·0*	121·0*	121·1*
	Home market sales	120·3	120·8	121·1	121·4	121·8*	120·8	121·5	121·6	121·7	121·8	121·8*	122·0*	122·0*
211 to 229	Products of the food manufacturing industries: Home market sales	110·6	111·5	112·3	113·3	113·1	111·2	113·4	112·9	113·1	115·9	110·3	112·9*	112·2*
263 to 277	Chemicals and allied industries: Total sales	102·7	102·4	102·2	102·4	102·9*	102·4	102·2	102·7	102·8	102·8	103·2*	103·4*	103·5*
	Home market sales	104·6	104·2	103·9	104·1	104·5*	104·3	104·0	104·3	104·4	104·5	104·6*	104·9*	105·0*
311 and 312	Iron and steel industries: Total sales	129·0	129·0	129·0	129·0	128·7	128·8	129·0	128·9	128·8	128·8	128·6	128·6*	128·6*
	†Home market sales	133·9	133·8	133·8	133·9	133·7	133·8	133·9	133·9	133·7	133·7	133·6	133·7	133·7*
Order X	Textile industries other than clothing: Total sales	103·7	103·7	103·9	104·8	105·4	103·8	104·9	104·9	105·0	105·4	105·7	105·9*	105·8*
	Home market sales	102·5	102·4	102·5	103·0	103·6	102·4	103·1	103·1	103·2	103·8	103·8	104·0*	103·9*
Order XII	Clothing and footwear: Home market sales	110·6	110·6	110·6	110·5	110·6	110·6	110·5	110·5	110·5	110·6	110·7	110·8*	110·8*
Order XIV	Timber industries: Home market sales	112·0	112·0	112·1	112·0	112·1*	111·9	112·0	112·0	112·0	112·2	112·2*	112·1*	112·1*
481 to 483	Paper industries: Home market sales	111·1	111·0	111·1	111·3	111·3*	111·0	111·3	111·3	111·3	111·3	111·3*	111·4*	111·6*
Order XVII	New construction‡	122	123	123	125	126*			125			126*		

* Provisional figure. † The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table (3) (a) of this article under the title 'Other steel goods (excluding tubes)'. ‡ Index of building costs; figures relate to average for the quarter.

Wholesale Prices (*Continued*)

to the rise and subsequent fall in refined sugar prices – excluding sugar, food prices were over 1 per cent higher in July/August than in the second quarter and about 2 per cent more than a year ago.

Materials and Fuel used in Broad Sectors of Industry

In the food sector, the further rapid decline in August in world sugar prices was only partly offset by a reduction in Sugar Board payments to refiners. Cereals cheapened with the arrival of new crops, but pigs for bacon were dearer. The sector index in July/August was about 5 per cent lower than in the high first quarter and back to the level of the third quarter of 1962.

Prices of materials and fuel used in the chemical industries increased further, and in July/August were about 1 per cent up on the preceding quarter and more than 3 per cent higher than a year ago. The index for the paper industries also rose further in July/August to a point some 2½ per cent higher than in the low fourth quarter last year. Prices of textile materials, which had risen by more than 5 per cent between the third quarter of last year and the second quarter of this, eased back a little in August. The timber index edged up a little but was only 1 per cent up on a year ago, and the indices of the two engineering sectors of manufacturing industry, which showed little or no change in July/August compared with the preceding quarter, were less than 1 per cent higher than in the third quarter of last year.

The index of construction materials and that for house building materials moved up again, bringing the increases in the last twelve-month up to nearly 2 per cent.

Output of Broad Sectors of Industry

The price index for the products of the food manufacturing industries sold on the home market were lower in July/August than in the second quarter, as the result of fairly big reductions in re-

3 (a). Commodities Produced in the United Kingdom — 1954 = 100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 15, 1963. (monthly averages)

	1962	1963			
	Aug.	Feb.	June	July	Aug.
Coal†	150·9	155·8	151·4	151·4*	151·4*
Slates	150·7	150·7	160·4	161·1	161·1
Salt	114·0	114·3	114·0	114·0	114·0
Flour	113·0	110·9	112·6	112·6	112·6*
Sugar, refined	113·7	128·7	79·6	105·2	89·7*
Chocolate and sugar confectionery	105·6	105·8	106·6	106·8*	107·0*
Beer	102·9	103·7	107·0	107·0*	107·0*
Tobacco and cigarettes	126·8	126·8	126·8	126·8	126·8
Hard coke	164·0	164·0	164·0	164·0	164·0
Motor spirit, standard grade (including duty)	109·4	109·4	109·4	109·4	109·4
Medium fuel oil (950 secs.)	138·9	138·9	138·9	138·9	138·9
Lubricating oils and greases	126·6	126·6	128·4	128·4	128·4*
General chemicals	101·3	98·9	98·6	98·7*	98·7*
Pharmaceutical chemicals	68·8	66·1	65·8	65·8*	65·8*
Pharmaceutical preparations	98·8	98·5	98·1	98·1*	98·2*
Toilet preparations	125·0	128·3	128·3	129·7*	129·7*
Paint for building and decorating	112·9	112·9	113·6	113·6*	113·6*
Soap	134·1	134·8	135·3	135·3	135·3*
Soapless detergents	98·3	100·8	100·7	100·7	100·7*
Synthetic resins and plastic materials	78·4	77·6	77·0	76·9*	76·8*
Steel sheets	133·7	133·7	132·3	132·3	132·3
Tinplate	120·8	120·3	119·8	119·8	119·8
Other steel goods (excluding tubes)	133·4	133·5	133·3	133·4	133·4
Steel tubes	138·8	138·7	138·8	138·8	138·8
Iron castings	142·6	143·1	143·0	143·0*	143·0*
Aluminium and aluminium alloy products:					
Extruded and drawn	132·3	132·3	132·3	132·3	132·3*
Rolled	122·8	122·8	122·8	122·8	122·8
Castings	127·0	128·3	132·7	134·2	134·2
Forgings	128·7	128·7	128·7	128·7	128·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	95·7	95·6	97·1	96·1	95·7
Photographic paper and films, etc.	119·3	123·2	123·2	123·2*	123·2*
Spectacles, etc.	120·9	121·5	122·4	122·4*	122·4*
Dental goods	126·1	129·7	130·8	130·8*	130·8*
Gramophone records	117·2	119·9	119·9	124·1*	124·1*
Domestic electrical appliances	102·2	99·4	99·9	99·8*	99·8*
Perambulators, etc.	120·6	121·4	122·7	122·7*	122·7*
Tools and implements	135·9	137·9	138·0	138·0	138·0*

	1962	1963			
	Aug.	Feb.	June	July	Aug.
Cutlery	128·2	129·9	130·0	130·4*	130·4*
Cutlery (other than razors and razor blades)	121·1	126·3	126·5	127·8	127·8
Spoons and forks	134·5	140·5	140·9	143·0	143·0
Galvanized cisterns, tanks and cylinders	145·0	145·0	151·1	151·1	151·1
Domestic hollow-ware	138·1	138·5	139·1	139·1	140·2*
Domestic gas appliances	109·5	110·8	110·6	110·6	110·6
Cotton yarn	89·9	88·8	89·0	89·0	89·0
Spun rayon yarn	91·2	91·1	95·0	96·8	96·7*
Irish linen yarns (wetspun)	101·1	110·0	113·6	113·6	113·6
Cotton cloth	95·5	95·5	95·0	95·0*	95·0*
Linen	103·9	110·5	113·2	113·2*	113·2*
Rayon and acetate fabric	112·0	111·3	110·9	110·6	110·8*
Wool tops	78·2	84·7	89·6	90·3	90·3
Worsted yarns	88·9	94·4	97·3	98·1	98·1
Harris tweed	100·0	100·0	102·8	102·8	102·8
Serge cloth	90·8	95·0	96·5	97·5	97·5*
Jute yarn	105·0	105·7	104·2	104·2*	104·2
Jute piece-goods	106·5	107·1	106·2	106·2*	106·2
Rope, twine and net	111·4	113·8	120·7	122·8	124·1*
Hosiery and other knitted goods	95·3	94·9	96·5	96·6*	96·7*
Carpets and rugs	118·9	119·1	119·4	119·4	119·4*
Canvas goods and sacks	109·2	107·9	103·9	102·6	100·1*
Leather for footwear	104·5	105·2	104·1	103·9*	103·8*
Travel goods	118·1	118·7	118·7	118·7	118·7*
Made-up clothing	109·6	109·6	109·7	109·8*	109·8*
Weatherproof outerwear	101·8	102·1	101·9	101·9*	101·9*
Men's and boys' tailored outerwear	111·3	111·2	111·2	111·5*	111·5*
Women's and girls' tailored outerwear	107·7	107·0	108·0	108·0	108·0*
Women's and girls' light outerwear	107·8	108·4	108·5	108·5*	108·5*
Footwear (excluding rubber)	112·2	112·1	112·3	112·3*	112·3*
Refractory goods, including bricks	139·3	144·6	144·6	144·6	144·6
Non-refractory goods, including bricks	123·0	123·1	124·5	126·5*	126·5*
Building bricks, common, other than fletton, *ex works.*	124·1	124·7	126·6	127·1*	127·4*
Building bricks, fletton common, *delivered.*	115·8	115·8	115·8	119·2	119·3
Electrical porcelain	123·8	123·8	123·8	123·8	123·8
Domestic china and earthenware	135·5	135·5	136·4	136·4	136·4
Glass (other than containers)	128·6	129·0	129·0	129·3*	130·5*
Glass containers	122·3	118·4	118·4	118·4*	118·4*

† This index is based on prices ruling on the last day of the month.
* Provisional figure.

(*Continued on next page*)

Wholesale Prices (*Continued*)

fined sugar prices. Excluding sugar, the average output prices of the food sector were more than 1 per cent up on the previous quarter and some 2 per cent higher than a year ago. Prices of products of the chemicals and allied industries moved up again to a point some 1 per cent higher than at the end of last year. Textile prices were also higher in July/August than in the preceding quarter and have risen by over 1 per cent in the last twelvemonth. There has been little change, on average, in the prices of the other broad sectors of industry since the third quarter of last year.

3 (a). (*Continued*). Commodities Produced in the United Kingdom — 1954 = 100

(monthly averages)

	1962	1963			
	Aug.	Feb.	June	July	Aug.
Cement, delivered	120·0	120·0	120·0	124·4	124·4
Abrasive paper and cloth	123·4	126·9	126·9	126·9	126·9
Cast stone and cast concrete products	109·0	109·1	108·9	109·0	109·0
Home-grown hardwood	97·4	97·4	97·4	97·4*	97·4*
Domestic furniture	116·4	116·3	116·3	116·3*	116·3*
Bedding, etc.	109·2	109·1	109·1	109·1	109·1
Wooden boxes, packing cases, crates, etc.	114·0	115·2	115·4	115·4	115·4
Paper and board	109·6	109·7	109·5	109·3*	109·6*
Cardboard boxes, cartons and fibreboard packing cases.	109·5	110·2	110·0	110·5	110·5
Wallpaper	131·2	131·2	131·2	131·2	131·2
Paper bags	112·2	112·2	112·2	112·2	112·2*
Manufactured stationery	118·2	119·1	119·3	119·7*	119·7*

	1962	1963			
	Aug.	Feb.	June	July	Aug.
Other manufactures of paper and board	102·1	102·1	102·2	103·0	103·5*
Rubber tyres and tubes	120·2	122·6	123·4	123·4	123·4*
Rubber goods (other than tyres and tubes)	115·2	115·3	115·9	115·9*	115·2*
Rubber footwear	125·9	125·9	125·9	125·9	125·9
Linoleum and felt base	126·5	126·5	130·9	130·9	130·9*
Brushes and brooms	131·7	134·0	135·2	135·2	135·2*
Toys and games	116·6	118·1	119·0	119·0*	119·0*
Sports equipment	129·1	133·8	133·8	133·8*	133·8*
Pens and pencils	112·7	113·3	114·0	114·0	114·0*
Other stationers' goods	126·7	126·9	126·9	126·9	126·9
Plastic mouldings	102·2	103·5	103·5	103·5*	103·5*

* Provisional figure.

3 (b). Commodities Wholly or Partly Imported into the U.K. — 1954 = 100

(monthly averages)

	1962	1963			
	Aug.	Feb.	June	July	Aug.
Hides and skins	93·1	82·6	76·7	76·2	75·7*
Imported	100·1	90·9	84·1	82·9	82·1*
Native	82·6	70·2	65·7	66·2	66·4*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	115·4	115·4	115·4	115·4	115·4
Copper, ex-ship, wharf or warehouse	94·2	94·2	94·2	94·2	94·2
Lead, ex-ship, wharf or warehouse	52·9	56·7	67·4	67·5	69·5
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent., settlement price	118·3	118·3	126·0	125·2	125·7
Zinc, ex-ship, wharf or warehouse	82·5	88·9	97·0	95·0	97·6
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	131·0	110·4	111·4	109·6	106·0
Palm oil, c.i.f., in bulk	90·6	93·3	95·2	97·0	97·5
Whale oil, acid, soft, naked, ex-works	70·2	54·9	69·5	69·5	64·4
Pyrites, c.i.f., United Kingdom ports	58·0	56·6	59·4	59·4	60·0
Rubber, No. 1 R.S.S. one month future	110·4	116·0	109·7	107·0	103·0
Sulphur, crude (for acid making), c.i.f.	74·1	67·8	67·8	65·6	65·6

	1962	1963			
	Aug.	Feb.	June	July	Aug.
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	156·5	154·9	153·1	154·2	156·7*
Cotton, raw	72·5	72·0	71·3	71·3	70·9
Jute, raw, 'Mill Lightnings', c.i.f. Dundee	112·6	129·3	120·2	116·5	117·0*
Jute, raw, 'Mill Hearts', c.i.f. Dundee	112·1	112·5	113·0	112·1	112·3*
Silk, raw, delivered mill	125·6	165·3	153·1	145·2	143·4*
Sisal, East Africa No. 1 Grade, c.i.f. London	115·5	160·4	172·7	172·7	172·7
Wool, raw	74·5	82·9	89·1	89·2*	87·8*
Crossbred, medium and coarse, c.i.f. U.K.	82·8	88·9	96·4	96·4	100·9
Crossbred, fine, c.i.f. U.K.	75·3	85·2	91·1	91·1	90·7
Merino, c.i.f. U.K.	69·6	79·0	85·5	85·0	81·3
Timber:					
Imported hardwood (ex-yard or wharf)	109·5	109·7	109·5	109·8	109·9*
Imported plywood (delivered to consumers)	97·8	99·0	99·9	99·9	99·9*
Imported softwood (delivered to consumers)	103·7	103·5	104·5	104·4	104·7
Woodpulp, imported	93·0	93·6	94·1	96·4*	96·4*

* Provisional figure.

Notes on Wholesale Prices

The notes on index numbers of wholesale prices (1954 = 100) are published only in the annual article, which normally appears in February. They were last published in the issue of February 15, 1963.

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7299 or 7250.

GOVERNMENT PUBLICATIONS

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Turnover in the Catering Trades in July

THE TOTAL TURNOVER of the catering trades in July was 5 per cent higher than a year earlier compared with an increase of 4 per cent in June and one of 3 per cent in May. This upward progression, however, masks smaller rises in the unrounded figures and the increase in July was only one point higher than that in May and during the second quarter of the year as a whole. Too much significance should not be attached to the figures for individual months which are subject to irregular fluctuations.

The 5 per cent increase in turnover by public houses in July was larger than the increase in June (3 per cent) and other months since the end of the cold spell at the beginning of the year, but the increase by restaurants, etc., at 3 per cent, was lower than in recent months. The increases in July in turnover by licensed hotels and holiday camps, and by canteens and catering contractors were the same as those in June and similar to those of recent months.

Catering Trades

Index numbers of turnover per week and percentage changes on a year earlier

1960 = 100

Kind of business (Turnover in 1960 £ million)	Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1960	100	83	102	115	101	82	81	85	96	98	111	118	120	107	97	91	111
	1961	107	90	109	124	108	87	88	94	101	108	115	124	130	118	106	98	117
	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963		96	119			94	93	100	111	113	130	136					
	1962	+5	+6	+6	+4	+4	+7	+7	+3	+7	+1	+9	+5	+4	+3	+5	+5	+2
	1963	+3(a)	+1	+4			Nil	—2	+4	+3	+3	+4	+5					
Licensed hotels and holiday camps: (£169 million)	1960	100	67	105	139	89	65	65	72	91	97	123	141	150	128	105	77	86
	1961	107	72	112	149	95	66	68	78	95	107	130	149	161	138	113	82	91
	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963		76	124			69	72	85	103	113	149	169					
	1962	+6	+7	+6	+6	+4	+8	+7	+7	+3	+2	+10	+8	+5	+6	+4	+6	+2
	1963	+3(a)	Nil	+4			—3	—2	+2	+5	+3	+5	+5					
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1960	100	84	103	120	93	82	82	86	94	97	115	124	130	108	95	9[illegible]	94
	1961	106	90	109	126	99	88	88	94	100	108	117	127	138	116	101	97	98
	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963		94	117			89	92	99	108	110	129	134					
	1962	+3	+4	+3	+3	+3	+4	+6	+2	+4	—1	+5	+2	+2	+4	+5	+3	+3
	1963	+3(a)	Nil	+4			—3	—2	+4	+4	+4	+5	+3					
Public houses (£711 million)	1960	100	83	102	110	106	82	81	85	98	97	108	114	114	102	95	91	126
	1961	109	92	108	120	114	89	90	95	103	109	112	120	126	115	106	99	133
	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963		98	119			98	94	101	115	113	128	133					
	1962	+5	+6	+8	+4	+4	+9	+8	+2	+10	+1	+11	+6	+5	+3	+7	+5	+1
	1963	+2(a)	+1	+3			+1	—3	+4	+1	+3	+ 3	+5					
Canteens and catering contractors (£102 million)	1960	100	104	97	93	106	105	106	102	95	102	94	94	85	99	106	110	103
	1961	105	108	103	99	111	109	108	105	104	104	102	103	87	105	110	115	109
	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	118	110
	1963		120	113			119	122	120	111	119	111	108					
	1962	+3	+5	+3	+2	+2	+4	+6	+5	Nil	+6	+2	—1	+4	+3	+2	+3	+1
	1963	+7(a)	+7	+7			+5	+6	+8	+7	+7	+6	+6					

(a) Cumulative figure for January to July compared with corresponding period of 1962.

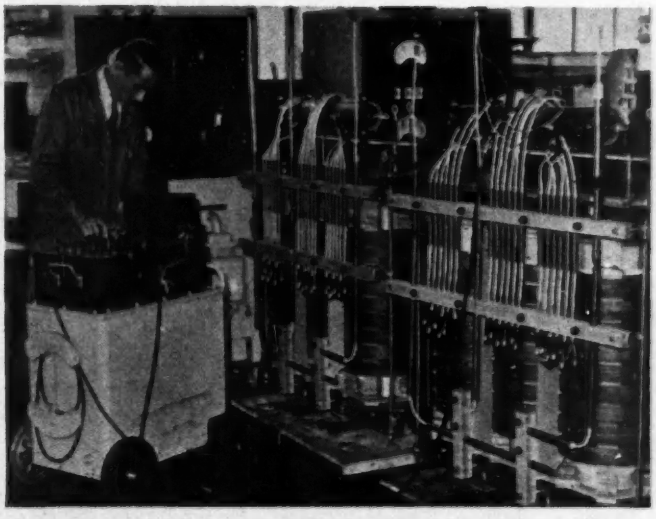
Production of Man-made Fibres

PRODUCTION of man-made fibres in July was 12 per cent more than in July 1962. Within this total, output of continuous filament yarn was 17 per cent more and output of staple fibre 9 per cent more.

Production

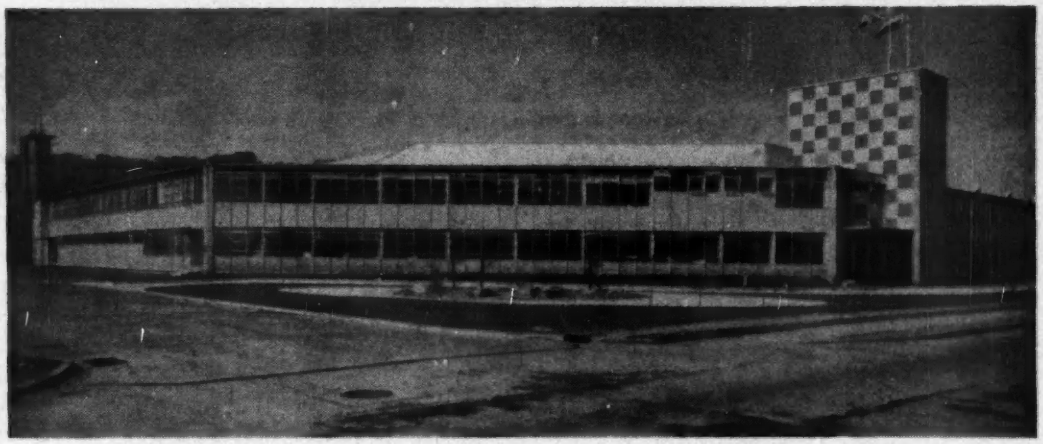
(Million lb. 'delivered by weight' basis)

	Continuous Filament Yarn (Singles)	Staple Fibre	Total
1959 (Quarterly average)	58·9	69·8	128·7
1960 (Quarterly average)	67·2	80·8	148·0
1961 (Quarterly average)	65·5	76·4	141·9
1962 (Quarterly average)	72·7	84·1	156·8
1962 1st Quarter	67·8	78·9	146·7
2nd Quarter	73·4	83·6	157·1
3rd Quarter	71·0	79·1	150·1
4th Quarter	78·7	94·7	173·3
1963 1st Quarter	76·7	95·3	172·0
2nd Quarter	82·6	95·4	178·0
1962 May	25·9	29·2	55·1
June	24·8	30·5	55·3
July	24·3	29·3	53·6
1963 May	28·8	33·2	62·0
June	27·6	30·8	58·4
July	28·4	31·9	60·3



Final tests being carried out at the Wimbledon works of Foster Transformers on two of 21 distribution transformers being built for the Uganda Electricity Board.

MODERN GOVERNMENT-OWNED FACTORIES FOR RENTAL



Completed in 1960, this 86,000 sq. feet factory is situated on the Treforest Industrial Estate in South Wales.

THE FOLLOWING Government-owned factories, fully equipped with all essential services and conveniently sited for labour and transport requirements, are available for rental on industrial estates in England, Wales, Scotland and Northern Ireland. The factories in England, Wales and Scotland are all in development districts and suitable projects may qualify for financial assistance under the Local Employment Act, 1960. Assistance in the form of grants towards the cost of purchasing or transferring plant and machinery may also be available, through the Ministry of Commerce, to industrial undertakings creating new employment in Northern Ireland, preference being given to projects which provide a good percentage of male employment.

NORTHERN IRELAND

Location	Total Area sq. ft.	Height to Truss	Distance	
			From Belfast Docks (miles)	From Airport (miles)
Dunmurry Factory Estate (Near Belfast)				
***Dunmurry No. 2**	18,329	12′ 0″	6	10
***8**	19,450	12′ 0″	6	10
***5**	30,000	13′ 6″	6	10
***3/4**	50,000	16′ 0″	6	10
***Dundonald, Belfast**	70,000	17′ 0″	6	17
***Armagh**	18,000	13′ 6″	37	30
***Ballymena**	30,000	12′ 6″	28	19
***Downpatrick**	19,000	12′ 6″	22	33
Larne (near Larne Port)	70,000	16′ 0″	21	22

* Available now.

Rents are based on current market values, which at present range from 1s. 6d. to 2s. 3d. per square foot. In special cases where the employment or product is judged to be of particular value to Northern Ireland's economy, a lower rent can be negotiated for the early years of the lease. Inquiries should be addressed to the Ministry of Commerce, Chichester House, Belfast, 1 (Belfast 28271) or to the Ulster Office, Northern Ireland Government, 13 Regent Street, London, S.W.1 (Whitehall 0651).

ENGLAND

Industrial Estate	Total Area (sq. ft.)	Office Space (sq. ft.)	Clear Height
***Team Valley, Gateshead**	67,783	2,100	12′ 0″ to 16′ 3″
***Bede, Jarrow** (six miles east of Newcastle-upon-Tyne) (1)	49,187	8,537	12′ 6″ to 15′ 0″
(2)	23,486	3,017	11′ 3″ to 16′ 6″
***Skelton-in-Cleveland**	15,616	4,094	12′ 0″ to 15′ 3″
North Shields, Northumberland	16,731	1,472	13′ 6″
Shildon, Co. Durham	11,903	1,812	12′ 0″
***Bowesfield**, Stockton	23,840	4,070	13′ 9″ to 22′ 8″
***Crook**, Co. Durham	16,425	1,425	14′ 6″ to 23′ 6″

Advance Factories under construction

Location	Total Area (sq. ft.)	Office Space (sq. ft.)	Clear Height	Estimated Completion Date
Aycliffe, Co. Durham	50,340	4,410	17′ 0″ to 18′ 6″	December 1963
Hartlepools, Co. Durham	50,340	4,410	17′ 0″ to 18′ 6″	December 1963
Blyth, Northumberland	10,000	2,000	14′ 6″ to 17′ 0″	December 1963
Southwick, Sunderland	26,860	2,754	17′ 0″ to 18′ 6″	December 1963
Workington, Cumb.	10,000	2,000	14′ 6″ to 17′ 0″	December 1963

Building plans of five further 'advance factories' (10,000 to 50,000 sq. ft.) to be started shortly at Blaydon, Chester-le-Street, Shildon, Stockton, West Auckland, all in Co. Durham, are also available for inspection. Rents are assessed at current market value and at present range from 3s. 10d. to 4s. 8d. per square foot. Inquiries should be addressed to The Secretary, Industrial Estates Management Corporation for England, Team Valley, Gateshead-on-Tyne, 11, Co. Durham.

SCOTLAND

Estate		Area (sq. ft.)	Height to Truss	Distance from Glasgow (miles)
Blantyre		5,050	12′ 0″	10 North light roof
Carfin		26,500	13′ 0″	12
Carntyne	*	5,589	12′ 0″	3
Donibristle	(1)	9,412	18′ 0″	43 Flat roof plating shop
	(2)	3,420	9′ 6″	43
	(3)	11,518	—	43 Two-storeyed office block
Dundee	*(1)	129,651	12′ 0″	83
	(2)	31,530	14′ 0″	83 North light roof
Hillington	*(1)	11,314	12′ 0″ and 16′ 0″	4
	(2)	25,508	12′ 0″	4
	*(3)	34,492	12′ 0″	4
	(4)	21,280	12′ 0″ and 18′ 0″	4
	(5)	131,855	22′ 0″	4 North light roof 3 Cranes, rail served
Larkhall		5,149	12′ 0″	17
Queenslie	(1)	5,202	12′ 0″	4 North light roof
	(2)	5,735	12′ 0″	4 North light roof
Thornliebank	(1)	5,275	12′ 0″	5
	*(2)	6,860	12′ 0″	5
Advance Factories to be built:				
(a) on Industrial Estates:				
Kilwinning		15,000	12′ 0″	25
Newhouse		50,730	14′ 0″	14

Expanding in Development Districts

Industrialists with expansion plans in mind will find the Board of Trade publication 'Room to Expand' a useful guide to the choice of location and possibility of obtaining Government assistance. The brochure describes what constitutes a development district, where they are located, and the various forms of Government financial assistance which are now available to projects setting up in these areas. It consists of separate sections for the main regions of Britain and deals with the development districts in each. There is also a separate section for Northern Ireland. Copies can be obtained from the Board of Trade, Distribution of Industry and Regional Division, Room No. 4346, Horse Guards Avenue, London, S.W.1. or from any Board of Trade office. Details of the Board of Trade Regional Organization were last published in the **Board of Trade Journal** dated August 9, 1963.

Modern Government-Owned Factories For Rental (*Continued*)

SCOTLAND (*Continued*)

Estate		Area (sq. ft.)	Height to Truss	Distance from Glasgow (miles)
Port Glasgow		10,000	12′ 0″	17
Queenslie		51,571	14′ 0″	4
Vale of Leven		48,268	14′ 0″	16
(b) on individual sites:				
Blackwood		21,013	14′ 0″	23
The Calders		10,000	12′ 0″	25
Cumnock		15,515	12′ 0″	36
Fraserburgh		7,500	12′ 0″	185
Peterhead		7,500	12′ 0″	174
Sanquhar		15,500	12′ 0″	48
Shotts	(1)	28,340	14′ 0″	26
	(2)	23,140	12′ 0″	26
Stranraer		10,000	12′ 0″	84
Whitburn		50,440	14′ 0″	22

* Available now.

Rents of the above factories are assessed by the District Valuer at current market value and range from 2s. 0d. to 3s. 9d. per square foot. Inquiries should be addressed to The General Manager, Industrial Estates Management Corporation for Scotland, 3 Woodside Place, Glasgow, C3 (Douglas 6651).

WALES

Location		Area sq. ft.		Height to Truss
		Total	Production	
Advance factories:				
Portmadoc		8,944	7,821	14′ 0″
Milford Haven		19,025	15,625	14′ 0″
Bangor District		9,962	7,812	14′ 0″
Existing factories:				
Ammanford		25,030	17,500	12′ 6″
Dinas (Rhondda)	(a)	16,650	13,110	11′ 0″
	(b)	29,940	20,290	12′ 6″
Llanelly		32,498	24,350	12′ 6″

The factory at Portmadoc is under construction and completion is expected by April 1964. Sites for the other two advance factories are now being selected. Inquiries should be addressed to Commercial Manager, Industrial Estates Management Corporation for Wales, Treforest Industrial Estate, Pontypridd, Glam.

Patents Endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	July 23, 1963	
830,055	Paillard, S. A.	Mechanism for driving a spool of a cinematograph projector.
833,305	Aktiengesellschaft Brown, Boveri & Cie.	Roebel conductor-halves insulation.
833,966	Paillard S.A.	Typewriters.
839,228	Paillard S.A.	Typewriters.
867,582	Metzeler Gummiwerke A.G.	A solution-forming machine.
920,837	Boulton Paul Aircraft Ltd.	Liquid flow control devices.
	July 24, 1963	
741,311	Metzeler Gummiwerke Akt. Ges.	Static electricity machines.
	August 7, 1963	
667,941	Hartmann & Co. A.G.	Revolving shutter.
789,800	Power Jets (Research & Development) Ltd.	Jet-propelled aircraft.
811,840	Power Jets (Research & Development) Ltd.	Aircraft.
817,423	Illinois Tool Works Inc.	Gear shaving.
820,001	Illinois Tool Works Inc.	Apparatus for driving screws.
820,002	Illinois Tool Works Inc.	Screw-containing cartridges.
820,003	Illinois Tool Works Inc.	Devices for supplying headed fasteners.
832,505	Bergwerksgesellschaft Hibernia A.G.	Continuous production of polyolefines of uniform molecular weight.
833,704	T. A. Miller, Sr.	Casting of hollow plastic articles.
837,015	Jean-Luc Berry	Fluid phase-liquid phase contacting apparatus.
839,622	National Research Development Corporation.	Centrifuges.
851,622	Lancaster & Tonge Ltd.	Duplex pipeline strainers.
862,032	Power Jets (Research & Development) Ltd.	Aircraft.
862,153	Illinois Tool Works Inc.	Tooth profile checking apparatus.
884,643	United States Steel Corporation	Device for measuring a linear dimension of moving articles.
885,993	Power Jets (Research & Development) Ltd.	Liquid fuel burners.
889,213	Illinois Tool Works Inc.	Box spring handles.
892,945	United States Steel Corporation	Teeming nozzle valve for vacuum casting apparatus.
893,599	Illinois Tool Works Inc.	Handles for thin-walled articles.
903,376	Schenley Industries Inc.	Motivated signs, display devices and the like.
906,394	United States Steel Corporation	Mechanism for controlling sintering.
907,288	Power Jets (Research & Development) Ltd.	Fluid intake for supersonic flow.
920,220	Kralovopolska strojirna, Zavody chemickych zarizeni narodni podnik.	Flanges for tubular members.
921,912	Lancaster & Tonge Ltd.	Control valves for liquids or gases.
	August 13, 1963	
823,993	Denis, J. A.	Preparation for the permanent waving of hair.
823,015	Licencia Talalmanyokat Erteksito Vallalat.	Tropane derivatives.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General.

The Patent Office.

Cancellation of 'Licences of Right'

UNDER SECTION 36 of the Patents Act, 1949, the endorsement 'Licences of Right' on the undermentioned Patent was cancelled on August 20, 1963:

NUMBER	GRANTEE	SUBJECT-MATTER
685,892	Marion Georgian Leger	Drag line materials handling truck.

GORDON GRANT,
Comptroller-General.

The Patent Office.

GOVERNMENT PUBLICATIONS
required by customers in the West of England may be obtained quickly from
H.M. STATIONERY OFFICE, 50 FAIRFAX STREET, BRISTOL 1

Government Surplus Sales by Auction

War Office

1963	Stores	Location	Auctioneers
Sept. 26 .	Plant and equipment, electrical, engineering and miscellaneous stores.	Technical Stores Sub-Depot, Wem, Salop. .	Hall, Wateridge & Owen (Dept. L), High Street, Shrewsbury. (Tel. 2081).
Oct. 3 .	Machine tools and miscellaneous stores including:	Technical Stores Depot, Old Dalby, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).
	Cincinnati and Archdale millers; forging hammers; centre lathes; metal planer; metal shapers; universal gear hobbing machine; pillar, bench and portable electric drills; hack saws 10 in. and 6 in.; pedestal and bench grinders; pipe screwers; shearer; instrument lathes; brazing hearths; nibbling machines; 80 vehicle washing pumps; arc welders; engraving machine; portable con-rod and cylinder reborers; valve-seat grinders; metal and paper baling presses; seven universal woodworking machines; V-spindle moulding machines; saw benches and tables, bandsaw, brazing and filing machines; laundry sheeting and blanketing; vertical steam boiler; degreasing plants; deposition plant; scaffolding couplers; radio and electrical instruments; lathe turning tools, etc.		
Oct. 8 .	Miscellaneous stores	Command Ordnance Depot, Coypool, Marsh Mills, Plymouth. (*Sale at Kinterbury House.*)	Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 69292).
Oct. 8-10 .	Vehicles, earthmoving, road making and lifting equipment, plant ancillaries and spares.	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
Oct. 15 .	Hand tools, textiles and miscellaneous stores.	Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 50-52 Merrion Street, Leeds, 2. (Tel. 20898).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

Sales by Tender—Cold Stores

13,500 cu. ft. and 23,000 cu. ft. cold stores; approximately 10,000 cork slabs; water filters and sterilizers.

Location: No. 2 Engineer Store Depot and Workshop, Liphook, Hants.

Application for tender forms should be made to War Office, Directorate of Sales, 4 (c) (ii), First Avenue House, High Holborn, London, W.C.1. Tender orms must be returned by October 3, 1963. Permission to view on presentation of tender forms only.

Air Ministry

1963	Stores	Location	Auctioneers
Sept. 19 .	Building of timber construction on concrete base 23,000 s.f.	Wick Airport, Wick, Caithness . . .	Aberdeen & Northern Marts Ltd., Auction Mart, Wick, Caithness. (Tel. Wick 136).
Sept. 19/20 .	140 huts and buildings of various sizes, a large quantity of domestic, heating and kitchen equipment, 200 tons of sand, miscellaneous stores and equipment.	Royal Air Force Station, Bridgnorth, Shropshire.	Nock Deighton & Son, 52 Whitburn Street, Bridgnorth, Shropshire.
Sept. 25 .	Sale of 136·984 acres of freehold agricultural land, part subject to tenancy and part with vacant possession. The land will be offered in three lots and the fishing rights along some 1,250 yards of the north bank of the river Ouse will form a separate lot unless the subjects are sold as a whole in the first instance.	Royal Air Force Station, Acaster Malbis, York, Yorkshire.	Stephenson & Son, 20 Castlegate, York, Yorkshire. (Tel. York 25533/4).
Sept. 26 .	One T.2 hangar, 18 Nissen huts, one Romney hut, fuel tanks, underground cable, and miscellaneous electrical equipment . .	Royal Air Force Station, Methwold, Norfolk	Osmund E. Griffiths, Rothsay House, Newmarket. (Tel. 2054/5).
Sept. 27 .	One T.2 hangar, 122 ft. x 244 ft., for which planning permission can be obtained for storage or light industry, on 3·4 acres of land.	Royal Air Force Station, Beccles, Suffolk .	George Durrant & Sons, Beccles, Suffolk. (Tel. Suffolk 2122).
Oct. 8, 9, 10	Six E.D.D. type storage sheds (two 700 ft. x 300 ft., 600 ft. x 300 ft., 350 ft. x 300 ft., 150 ft. x 100 ft., 90 ft. x 50 ft.), three T.2 type hangars (240 ft. x 122 ft.), 70 Seco type huts (various sizes), 420 Nissen huts (36 ft. x 18 ft.), 16 timber huts and sheds (various sizes), a large quantity of cable, heating and lighting equipment, water storage tanks and miscellaneous equipment.	Royal Air Force Station, Burtonwood, Warrington, Lancs.	J. Mainwaring, Stafford & Co. Ltd., 75a Bridge Street, Warrington, Lancs. (Tel. Warrington 30131).
Oct. 9 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).
Oct. 17 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).
Oct. 23 .	Miscellaneous stores and equipment . .	Royal Air Force Station, Hemswell, Gainsborough.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

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Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
Europe	Sept. 6	Dec. 6
United Kingdom	Aug. 2	Nov. 1
Outside Europe	July 5	Oct. 4

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3096 Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* indicates fair which is held annually at approximately the time stated.

† indicates fair which is held in alternate years at approximately the time stated.

Amendments and Additions to Classified Lists

THE FAIRS and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on September 6, August 2 and July 5 respectively.

EUROPE

Amendment

The Board of Trade have been advised that the International Textile Exhibition (TEXFAIR) to be held at Aalborg from April 7-12, 1964, has now been postponed. A new date has not yet been announced. Details about this event appeared in the *Board of Trade Journal* dated June 26, 1963, and subsequent issues.

Additions

BRUSSELS: 37TH INTERNATIONAL INDUSTRIES FAIR – April 30-May 11, 1964.
* Apply, Belgian Railways, Belgium House, 167 Regent Street, London, W.1. (Tel.: Regent 1491.)

POZNAN: 33RD INTERNATIONAL FAIR – June 7-21, 1964.
* Apply, Official Forwarding Agents, P.S.A. Transport Ltd., 70 Old Street, London, E.C.2. (Tel.: Avenue 2424.)

COLOGNE: INTERNATIONAL TRADE EXHIBITION FOR CHEMISTS AND DRUGGISTS (INDROFA) – September 24-28, 1964.
Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel.: Kensington 1700.)

UNITED KINGDOM

Amendment

The Board of Trade have been informed that the exhibition organisers F. W. Bridges & Sons Ltd. and The Trades' Markets and Exhibitions Ltd. formerly of 623, Grand Buildings, Trafalgar Square, London, W.C.2, have moved to Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel: Chancery 9011.)

Additions

MANCHESTER: BUSINESS EFFICIENCY EXHIBITION – April 20-25, 1964.
* At City Hall. Apply, Business Equipment Trade Association, 64 Cannon Street, London, E.C.4. (Tel.: Central 7771/2.)

LONDON: SECOND INTERNATIONAL LEATHER FAIR – May 29-June 3, 1964.
* At Alexandra Palace, N.22. Apply, L. W. Redhead, Esq., Shoe and Leather News (Exhibitions) Ltd., Spencer House, South Place, London, E.C.2. (Tel.: Monarch 0666.)

OUTSIDE EUROPE

Additions

TORONTO: CANADIAN NATIONAL EXHIBITION – August 21-September 7, 1964.
* At Exhibition Park. Apply, Canadian National Exhibition Representative, Columbia House, 3 Lower Regent Street, London, S.W.1. (Tel.: Whitehall 2794.)

TORONTO: NATIONAL PACKAGING EXPOSITION – November 3-5, 1964.
† Apply, Packaging Association of Canada, 25 Merton Street, Toronto 7, Ontario.

British Weeks in Australia

THE COUNCIL of Industrial Design is taking part in the series of British Weeks in Australia organized by the Board of Trade. The object of British Weeks is to get British consumer goods stocked and given special displays by the several stores who have promised to co-operate.

These displays in the shops are backed by special events such as concerts, art and book exhibitions, receptions, special newspaper supplements, and radio and television programmes. Exporters therefore have an unrivalled opportunity, not only to see that their Australian agents are well informed and well supplied, but to back this up with personal visits to meet and establish contact with potential customers in a particularly favourable atmosphere and setting.

The first of this series of British Weeks opens in Adelaide on September 16, continuing until September 21, and four more are planned by Hobart March 5-13, 1964; Brisbane April 12-18, 1964; Perth May 18-23, 1964; and Canberra August 6-15, 1964.

Inquiries should be directed to Council of Industrial Design, The Design Centre, 28 Haymarket, London, S.W.1. (Tel. Trafalgar 8000).

British Drawing Office Display in Cologne

ELEVEN BRITISH manufacturers are taking part in a display organized jointly by the Board of Trade and the Export Group of the Drawing Office Material Manufacturers' and Dealers' Association (DOMMDA), at the International Trade Exhibition for Reprography in Cologne from October 14-19.

The official display will cover about 4,000 square feet. The 11 exhibitors will show a wide range of reproduction equipment and materials for the office-worker, draughtsman and engineer, including photocopying and duplicating machinery; paper for reprographic processes, and equipment for transferring drawings on to wood or metal. Many of the exhibits will be making their first appearance outside Britain.

The International Trade Exhibition for Reprography is the first overseas fair at which DOMMDA members have exhibited as a group.

CoID's Display at the British Week – Düsseldorf

THE COUNCIL of Industrial Design is to mount an exhibition of well-designed British consumer goods as part of the British Week in Düsseldorf, which will take place from May 23-31, 1964. The display, which is being arranged at the invitation of the Board of Trade, will be held in the Malkasten, an exhibition hall in the city.

A preview of the products to be included in the display is being held from 10 a.m. to 5 p.m. on September 13 at the Design Centre, 28 Haymarket, London.

Manage or be Managed

A guide to managerial effectiveness entitled 'Manage or be Managed' has been published by Industrial Education International Ltd. Copies: I.E.I., 30-32 Fleet Street, London, E.C.4. Price 67s. 6d.

EXPORT DRIVE

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British Fortnight in Zürich

By a Special Correspondent

Mr. F. J. Erroll, President of the Board of Trade, accompanied by his wife examining scientific equipment on the Rank Organization Stand at the British Industries Fair Zürich.

BEAR STREET, Pelican Street, Valley Street, Bath Street, Station Road. . . . During the past fortnight it has seemed appropriate to translate the names of these Zürich thoroughfares into their English equivalents, for in their unprecedented displays of high-quality British goods they have become the counterparts of Bond Street and Regent Street.

Over the old grey city London has spelled out its name in many-coloured emblems as never before. The Union Jack has fluttered side by side with the Swiss flag; a red double-decker normally plying between Barnet and Moorgate has criss-crossed the long blue and white local trams; gay BTHA posters have flaunted the attractions of Devon or some old English hostelry rather than the splendours of the Alpine scene.

Visitors to the city on Sunday witnessed what was perhaps the peak of the British Fortnight—a Lord Mayor's procession with gilded coaches and solemn pikemen winding along the ancient stone quays and bridges and the Lord Mayor of London himself flying over with his sheriffs for a state visit.

The British note has been powerfully injected into the Fair itself. Amid the whirrings, tickings, chuffings and flying sparks of working models, which gave a foreground of movement to massive static tractors and burnished machinery, one detected many a familiar touch. From the table-top miniature cranes shown by K. and L. Founders, of Letchworth, one turned to the red-painted mammoth prototype towering 39 metres above the exhibition grounds. (In our report on Zürich last week it was stated incorrectly on page 497 that this crane was made by T. C. Jones & Co. Ltd.; in fact, K. & L. made it.) Or in the food section one saw on the Tate and Lyle stand a half-size replica of the two-and-a-half-ton cake-of-cakes baked by J. Lyons & Co. Ltd.

Emphasis on British exports was pointed with quiet assurance: in, for example, the inlaid world map bordered by scores of tiny

(Continued on next page)

ANUGA

WORLD MARKET FOR FOODSTUFFS

COLOGNE

Saturday, 21st September - Sunday, 29th September, 1963 (inclusive)

This year's ANUGA will fill 12 halls with a display area of 140,000 square yards

This is an event not to be missed . . . . Plan now to attend . . . .

Further information, including travel facilities, and passes at the reduced U.K. price of 18/- from:

Du Mont Publicity Co. Ltd.,

18 Queensberry Place, London, S.W.7 (Telephone: KEN 1700)

British Fortnight in Zurich (*Continued*)

flags shown by Electrical Engineering Contractors; or in the decorative panels of innumerable varieties of paper currency on the De La Rue stand.

The Goldsmiths' Company display could be said to epitomise the forward-looking spirit of the British exhibits; for, while some historic pieces were on view, there were also superb specimens of current craftsmanship in the form of ceremonial maces in ivory and precious metals designed for the Parliaments of emerging countries and for the new universities.

The presentation of the very new against a background of the very old has, perhaps, had a special appeal to the Swiss, who have shown in their own industries how the most modern precision techniques can evolve from long-established aptitudes.

This adroit blending of traditional and contemporary was similarly caught in the shopping displays in which 500 British firms participated. With proper municipal pride Zürich had festooned its streets with the city colours of blue and white. They became almost a heraldic backcloth for this friendly British assault on its historic walls.

Along Barengasse, Pelikanstrasse, Badenerstrasse, and the rest – and above all, of course, in the main Bahnhofstrasse – the shop windows signposted the 'Britische Wochen' with display cards showing familiar pictures of Guardsmen, Beefeaters, Big Ben or Trafalgar Square. In one window one would read 'Broderie: British Textiles and Silks'; in another, a bottle of Scotch and dry ginger discreetly directed attention to the latest London styles in men's outfitting.

Ditting's store in Rennweg (the Racetrack?) had an English 'bobby' in attendance at their display of fancy goods. In Uraniastrasse the Fein-Keller boutique had two girls in Highland costume to offset their range of British high-quality men's wear. Globus, one of the biggest stores in Bahnhofbrucke, went even further Hibernian with tartans galore and the title translated for the fortnight to 'MacGlobus'. In a shop window in a corner of the old Munsterhof Square, where Mrs. Frederick Erroll, wife of the President of the Board of Trade, had cut the giant cake on the opening day, one saw leather-bound volumes of Waverley and Guy Mannering, pewter tankards and framed sporting prints flanked by ripe English cheeses and cream crackers.

Cars, pottery, glassware, clothing, footwear, furniture and furnishings, books, fancy goods, craftwork, foodstuffs – the emphasis on the best in British products has everywhere been reinforced by representative cross-sections of British life. From the skirling of a Cameronian pipe band or the apparition of Gilbey's coach and four with its passengers lifting polite grey toppers to the crowd, the citizens could turn to read notices about recitals of British music in the concert halls, British films at the cinemas, or be drawn in to displays of British fashion or demonstrations of British cookery at the stores.

During one of many speeches – in English in compliment to the occasion – the indefatigable Lord Mayor of Zürich gave some curious statistics about the four-footed population of his city. He said it included 9,000 tax-paying dogs, 2,000 cows, 300 horses and four donkeys. During the fortnight, which closes tomorrow, he might have added another animal to the collection: the figure of the British lion, which, as part of the chosen emblem of the organizers, has purposefully pranced from ten thousand multi-coloured posters – rearant and rampant for an increase of British trade.

Trade Fairs Guide

A fourth edition of the booklet 'Trade Fairs Help Exports—Hints For the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade Regional Office or from Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1. (Reference: G.D. 1361/62.)

Lord Derwent Visits British Displays in Zürich and Paris

LORD DERWENT, Minister of State, Board of Trade, has visited the British Industrial Fair and Fortnight in Zürich and British displays at two trade fairs in Paris. On September 10 and 11 Lord Derwent represented H.M. Government at the French and Italian Days at Zürich, when parties of French and Italian businessmen and officials were brought to the city by the Export Council for Europe.

On September 12 he visited Paris to see the International Salon for Glassware, China and Pottery, and the International Leather Week Exhibition. He saw displays of British products organized at both these events by the Board of Trade in collaboration with the trade associations representing the British pottery, leather and footwear industries.

Before returning to London Lord Derwent is to visit Roto-Diesel, a partly British-owned factory at Blois, about 100 miles outside Paris.

Lady Derwent accompanied the Minister during his visit to Paris.

Speaking at a French Day luncheon in Zürich on September 10, Lord Derwent said it was always agreeable to talk about Anglo-French trade. British exports to France had been growing so rapidly that they were now our fourth best customer in the world and our second best customer in Europe. For the first time we were selling more goods to France than France was selling to us, even though French exports to Britain had in fact been growing too this year after a short setback in 1962.

'This is a remarkable change', he said 'and for us a very welcome development. Should it be regarded as a correspondingly unwelcome development for you? I am sure that it should not. For one thing, visible trade is not by any means the whole of the picture. Our tourists spend much more in France than yours in Britain – the difference was about £15 million last year. One reason for this is that nature treats you more generously with sunshine and our exporters must work the harder to make up for that important handicap. We must remember also that France lifted her import restrictions more recently than Britain, so that something of a jump in British exports was to be expected, and the jump has been all the bigger for the rapid growth of your economy in recent years. Last but not least, the prospect of British accession to the Common Market has led British businessmen to give more attention to France and other European markets than ever before, and there is no sign that the breakdown of the negotiations last January has damaged their enthusiasm for selling goods to France,' he added.

'I hope and believe that this enthusiasm will be infectious, and that the zeal of your own businessmen for selling in Britain will be reflected in a strong and steady growth on the French side of the visible trade balance. We like your products and we want more of them. At the same time we want more and more Frenchmen to like our products, so that trade may flourish in both directions. This will mean intensified competition for our own industries as well as yours, and that is as it should be. When there are two shops in the same street in the same line of business, both have good reason to improve their methods and give better service. So it is with competition between the industries of different countries. Let us then do all we can to expand our share of each other's markets. Even now we have less than 6 per cent of yours and you have less than 5 per cent of ours. Every additional percentage point here means a greater community of interest between our two countries and a step nearer to that greater European market which must, as so many of us believe, remain our constant aim.'

Exporters

THE services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

Mr. Frederick Erroll, President of the Board of Trade, at the International Packaging Exhibition, which opened on September 4. The President is explaining the working of a labelling machine to two young visitors.

Packaging Exhibition Praised by Mr. Erroll

MR. FREDERICK ERROLL, President of the Board of Trade paid tribute to the British packaging industry when he opened the eighth International Packaging Exhibition organized by Provincial Exhibitions in association with F. W. Bridges and Sons and in collaboration with Institute of Packaging at Olympia, London, on September 4. The President in his speech said that he thought that the sponsors of the exhibition and its organizers deserved congratulation on mounting a most impressive display of packaging machinery and techniques. He believed that the biennial exhibition was an event of great benefit to British industry. It assembled, for the industrialist to see and reflect on, many of the latest developments in the field which could assist many manufacturers to modernise the packaging of their goods.

The President added 'A great many executives would find it rewarding to visit this show. British expenditure on packaging has doubled over the past ten years and is now running at over £600 million a year. We have moved away from the era of the inoffensive "little man" who philosophically accepted what he got, and into the age of that rugged individualist the "consumer" who knows what he wants and intends to see that he gets it.'

Tremendous changes were taking place in our methods of getting goods into the consumer's hands. We were thinking nowadays more and more of the convenience of the consumer and how we could make life easier for him. The last decade had seen the expansion in this country of the new selling techniques which were exemplified in the supermarket and the self-service store. These changes could scarcely have come about without the development of specialized packaging. 'I think it is fair to say that our supermarkets and self-service stores can exist only because pretty well anything in the way of grocery or provisions can be placed on shelves or in refrigerated cabinets attractively and hygienically wrapped ready for the consumer,' he said.

Referring to exports the President said that we had always been indebted to our packagers for ensuring that the products we managed to sell abroad reached our customers in a satisfactory condition. He instanced packing of heavy machinery, and the expansion in the use of air cargo which had brought its own packaging problems. 'I have no doubt that we shall see this expansion continuing and even accelerating, and I am equally confident that in this respect the industry will rise to any demands made upon it in the future. I hope also to see the industry playing a vital part in helping to extend new methods of distribution to other markets beyond those of the industrialised countries.'

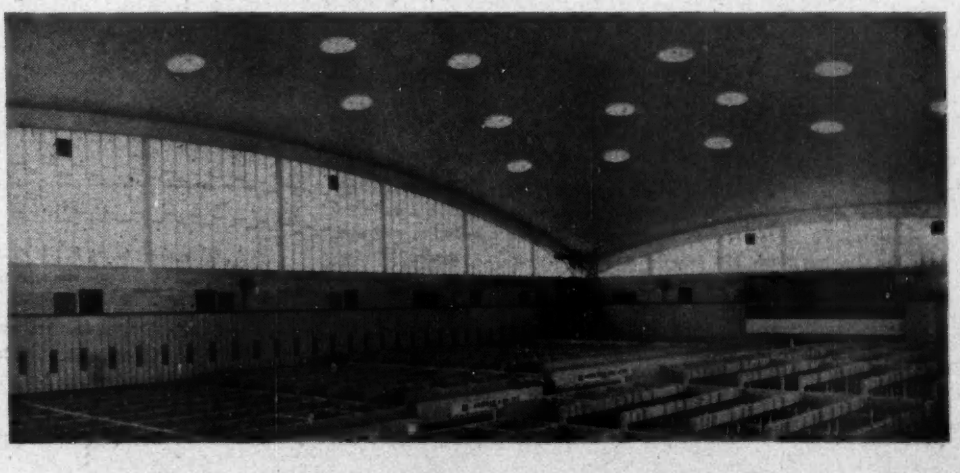
Mr. Erroll said that because the industry needed to be always abreast of industrial development, the function of the Institute of Packaging seemed to him to be a necessary and important one. 'I hope that those sections of industry which acknowledge that packaging has a vital role in successful marketing will consider encouraging more of their young executives to become members of the Institute... The packaging industry depends for its growth on change I can think of no better situation to ensure an outlook which is dynamic and vigorous. But the situation imposes responsibilities also. I am confident that the industry will always be careful to put its efforts into developments which are truly beneficial to the consumer rather than mere gimmicks.'

Some 400 exhibitors occupied 300,000 square feet of floor space in the Grand and National halls of Olympia. There was a particularly strong overseas representation this year, firms from ten countries – Belgium, Canada, France, West Germany, Holland, Italy, Norway, Sweden, Switzerland and the United States – exhibited.

Coincidental with the exhibition, on September 10 and 11 the Institute organized a packaging convention, the theme of which was 'European Transit Packaging', the first session dealing with transport and handling requirements, and the second session dealing with packaging standards and testing methods.

The exhibition closed on September 12.

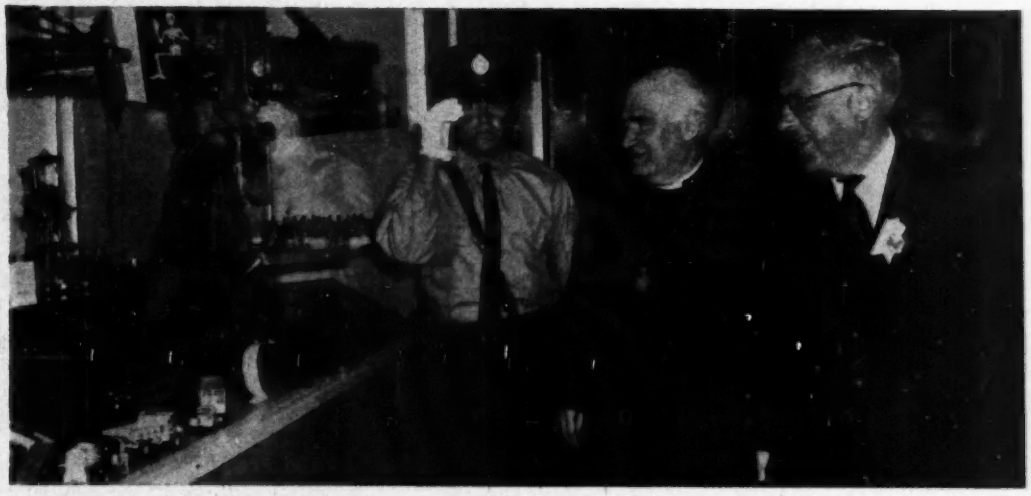
Largest Free Span Dome in Europe



A view of the 70 ft. high umbrella-shaped concrete roof covering the new Smithfield Market, London, which is the largest free span dome in Europe, measuring 225 ft. by 128 ft. Thermal insulation was provided by BTR Industries Ltd., and the work was carried out by Amalgamated Asphalte Co., in conjunction with T.P. Bennett & Son, architects; Ove Arup, consulting Engineers and Sir Robert McAlpine & Son, main contractors.

Success of British Cinema at Canadian National Exhibition, 1963

by J. B. Whittington, British Trade Commissioner, Toronto.



Dr. Ramsey, the Archbishop of Canterbury, who opened the Canadian National Exhibition is seen being taken round the British Government stand by Lord Amory the British High Commissioner.

THE 85TH Canadian National Exhibition was opened last month by His Grace the Archbishop of Canterbury, Dr. Ramsey.

With an attendance which has grown to three million visitors and the occupation of a site of 350 acres on the shores of Lake Ontario, the CNE is claimed to be the largest annual exhibition in the world and, although it offers entertainment on a lavish scale, it has another, more serious side which is undoubtedly the major attraction. Housed in eight permanent buildings are two and a quarter million square feet of exhibition space containing an extensive collection of exhibits of all sorts, displaying not only the products of Canada's factories, farms, forests and mines, but also a host of imported items, mainly consumer goods. The product classifications in this year's catalogue numbered more than 500. Over 350 exhibitors were listed of whom a dozen were British exporters or manufacturers' representatives displaying British goods only. Four of these British stands were devoted to pottery, four to biscuits, one to confectionery, one to cutlery and kitchenware and two to Scottish goods, mainly clothing, jewellery and gift ware.

Imported goods were to be seen in most of the exhibition halls and in addition nine overseas governments – Australia, Austria, Britain, Czechoslovakia, Hungary, Japan, Poland, Sweden and Yugoslavia – staged national exhibits in either the Governments Building or the International Building.

The British Government stand has for eleven years occupied an area of about 2,300 square feet in the middle of the Governments Building. In 1961, this took the form of a British Cinema which proved so popular that it has been continued for the third year running. Every day eight different film shows of about an hour's duration were screened, each preceded by a short introductory film specially made for the occasion. Each programme consisted of three films selected to convey a balanced impression of the Britain of today: travel films giving a small sample of the beauty and interest awaiting visitors to Britain; films portraying facets of life in modern Britain; and films illustrating Britain's achievements in science, technology and industrial production.

The reaction of the public left no doubt that this method of presenting Britain at the CNE had their enthusiastic approval. Not only was it 'standing room only' very soon after each show began but frequently all the standing space was filled too.

Along the outside of the two side walls of the cinema were showcases containing a selection of products from Britain – china and earthenware, glassware, clothing, foodstuffs, toys and games, sporting goods, musical instruments, silverware, pewter ware, stainless steel ware, cutlery, smokers' requisites, leather goods, toilet items, clocks and giftware. All of these were chosen with the help of local distributors, as examples of British goods available on the Canadian market and inquirers were given full information about them including prices and the names of retail stockists.

The Common Market's Action Programme and Institutions

The European Community Information Service has published two new booklets in its 'Community Topics' series entitled 'The Common Market's Action Program' and 'How the European Economic Community's Institutions Work'. Copies are available free on request from the European Community Information Service, 23 Chesham Street, London, S.W.1.

French Planning

A recent PEP publication is entitled 'French planning—Some lessons for Britain'. Copies: PEP, 16 Queen Anne's Gate, London, S.W.1. Price 7s.

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2. KLM packaging and loading experts are practical men whose sole job is to investigate and advise shippers throughout the world on the simplest and best means of air-freighting their products.

3. Spacious new Air Freight buildings at London Airport house both export and import departments. Outgoing capacity *alone* is over 90 tons each week.

4. KLM recently opened the biggest cargo area at Idlewild Airport. It has a capacity of more than 250 tons of freight, handles five DC-7 freighter aircraft at a time, and weighs 18 tons of imports simultaneously.

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1. KLM reputation for punctuality is so high that a well known American firm of underwriters offers a Time Arrival Guarantee Scheme in which they offer *KLM shippers only* an insurance against freight delay at astonishingly low premiums.

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DC7-C freighter aircraft being loaded outside the new KLM buildings at Idlewild.

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KLM

Overseas Trade Section

Trade and Financial Arrangements

West Cameroon – Cessation of Commonwealth Preference: Exemption for Tea and Hardwoods

UNDER the Commonwealth Preference Area (Removal of West Cameroon) Order, 1963, West Cameroon will cease on October 1, 1963, to form part of the Commonwealth Preference Area, and, with the exception of tea and hardwoods (see below), all goods of West Cameroon origin imported, or entered with the Customs, or delivered from bonded warehouse, on or after that date, will be chargeable with duty at the full rate.

As announced in a communique issued on July 30 by the Board of Trade and the Federal Republic of Cameroon (see *Board of Trade Journal* dated August 2, 1963), an agreement on commercial and economic co-operation made between the two countries provides that duty-free entry into the United Kingdom of tea and tropical hardwoods originating in and consigned from West Cameroon will be maintained after October 1 until and on the understanding that duties on these products imported from any source are suspended, as they are expected to be, at the beginning of next year.

To implement this provision a temporary exemptions Order is expected to be made shortly, subject to Parliamentary approval. On the coming into operation of that Order, entries for goods claimed to be exempt under it should be made on Form No. X.S 23 and documentary evidence of origin and consignment similar to that formerly given for similar goods in connection with claims to Commonwealth preference, should be furnished in support of the claim to exemption.

Morocco and Senegal

THE MOROCCAN *Bulletin Officiel* of August 9, 1963, announced the signing on February 19, 1963, of a trade agreement between Morocco and Senegal. The agreement is valid for one year from June 26, 1963.

Amongst exports from Morocco to Senegal are vegetables and fruits, tinned fish, wines, cork and cork products, enamel kitchenware, clothing, pharmaceuticals and motor vehicles.

Exports from Senegal to Morocco will include groundnuts, skins and hides, gum arabic, and tropical fruit preserves. No quota values have been given.

Inquiries about this agreement should be addressed to Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Greece and U.A.R. (Egyptian Region)

A PROTOCOL to the Trade Agreement between Greece and the United Arab Republic covering the period July 1963 to July 1964 was signed in Athens on July 13. The protocol provides for an increase from 200,000 to 400,000 tons in the quantity of crude oil to be exported from the U.A.R. to Greece and also for exports to Greece of 50,000 tons of ammonium nitrate fertilizer. The quota for exports of sugar to Greece has been fixed at 20,000 tons against 40,000 tons in 1962. Other items are unchanged from the preceding year.

'Hints to Business Men' Visiting the Cameroons

A REVISED edition of the booklet on the Federal Republic of Cameroon has been published in the series of 'Hints to Business Men'.

British business men who intend visiting that country on export business can obtain copies of the booklet on application to the Directories and Notices Section, Board of Trade, Room 0348, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2928).

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Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin*.

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 433), (Telex 25977). Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on remittance of cash with order.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

ARGENTINA

Railway Electrification for Argentine State Railways. (Advance Information.) Closing date not known. E.S.B. 27839/63.

AUSTRALIA

Current Limiting Reactors for Electricity Commission of New South Wales. October 21. E.S.B. 28133/63.*
Pumps for Brisbane City Council. October 18. E.S.B. 28473/63.*
Sewage Pumping Units for Metropolitan Water, Sewerage and Drainage Board, Sydney. October 15. E.S.B. 28132/63.*

Commonwealth Stores Supply and Tender Board:
Beam Balances. October 3. E.S.B. 28474/63.*
Lathe. September 24. E.S.B. 28106/63.*

General Post Office:
Hand Tools. October 3. E.S.B. 28472/63.*
Telephone Equipment. November 26. E.S.B. 28481/63.*

BECHUANALAND

Gaberones New Capital Township:
Air Conditioning System. October 4. E.S.B. 28702/63.
Electrical Equipment. October 4. E.S.B. 28701/63.

BURMA

Civil Stores Committee:
Fertilisers; Insecticides. September 30. E.S.B. 28403/63.*
Mobile Servicing Equipment. September 30. E.S.B. 28478/63.*
Textiles. Various closing dates between September 30 and October 15. E.S.B. 27581/63.*
Textiles. September 30. E.S.B. 28407/63.*
Silk Yarn. September 30. E.S.B. 28408/63.*
Torches. October 10. E.S.B. 28409/63.*
Foodstuffs and Spices. September 30. E.S.B. 28410/63.*
Galvanised Iron Sheets. September 26. E.S.B. 28411/63.*
Conduit Pipes and Fittings. September 26. E.S.B. 28417/63.*
Enamelled Wire. September 26. E.S.B. 28418/63.*
Textiles. September 26. E.S.B. 28419/63.*
Concrete Buckets. September 26. E.S.B. 28420/63.*
Asphalt. September 23. E.S.B. 28425/63.*
Tyres and Tubes. September 30. E.S.B. 28480/63.*
Galvanised Corrugated Iron Sheets. September 23. E.S.B. 27848/63.*

CEYLON

Drill Steel Grinders for Colombo Port Commission. October 3. E.S.B. 28711/63.*
Tractors and Trailers for Ministry of Land, Irrigation and Power. October 29. E.S.B. 28710/63.*
Pharmaceuticals for Ministry of Health and Housing. (Further Information.) Closing date is now October 22. E.S.B. 27034/63.

The Government Stores Department:
Stationery. (Further Information.) Tender documents now available. E.S.B. 27365/63.*
Straw Boards. (Further Information.) Tender documents now available. E.S.B. 27364/63.*

CHILE

Telegraph and Postal Equipment for Direccion de Approvisionamiento Del Estado. October 9. E.S.B. 28147/63.*

COLOMBIA

Construction of Pumping Stations for Bogota Electricity Company. September 27. E.S.B. 28137/63.
Sea-Water Pumping Station for La Planta Colombiana De Soda. September 30. E.S.B. 28130/63.*

Empresas Publicas Municipales De Cartagena:
Asbestos Cement Pipes. October 10. E.S.B. 27531/63.*
Water Meters. October 10. E.S.B. 27532/63.*

EGYPT

Land Reclamation Project for General Organisation for Land Development. January 14, 1964. E.S.B. 27805/63.*
Plant for Manufacture of Plastics Sacks for General Organization for Executing the Five Year Industrial Plan. November 27. E.S.B. 28401/63.*
Mechanisation of Post Office Sorting Offices for Ministry of Communications. October 19. E.S.B. 27823/63.

ETHIOPIA

Imperial Board of Telecommunications:
Cable. September 28. E.S.B. 28452/63.*
Line Material. September 23. E.S.B. 28451/63.*

FORMOSA

Central Trust of China:
Cocoa Powder and Cocoa Butter. (Further Information.) E.S.B. 25318/63.*
Steel Plate. September 27. E.S.B. 28131/63.*
Steel Plates. September 23. E.S.B. 28126/63.*
Drilling Equipment. September 23. E.S.B. 28125/63.*
Pumps. September 26. E.S.B. 28123/63.*
Steel Channels. September 23. E.S.B. 28127/63.*

GREECE

The Ministry of Trade:
Hydrologic Instruments. October 21. E.S.B. 28708/63.*
Locomotives (Diesel). October 11. E.S.B. 27866/63.*
Marine Navigation Equipment. October 18. E.S.B. 27867/63.*
Railway Signals and Safety Devices. (Re-issue of Tender.) Closing date now September 26. E.S.B. 23886/63.*
Typewriters. October 11. E.S.B. 28477/63.*
Vehicles. September 30. E.S.B. 27869/63.*

HONG KONG

Tunnel Construction Project for Central Government Offices. November 1. E.S.B. 27847/63.

INDIA

Brick-Making Plants for Government of West Bengal. November 5. E.S.B. 27806/63.*
Bridge Construction for Bridge Design Division No. 2 Public Works Dept., Lucknow. October 15. E.S.B. 28197/63.
Crane for Commissioners for the Port of Calcutta. (Further Information.) Tender documents now available. E.S.B. 26753/63.*
Diathermy Machines for Government of Andhra Pradesh. October 4. E.S.B. 28199/63.*

(Continued on next page

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Information for United Kingdom Exporters (*Continued*)

Equipment for Radio Multi-Channel Communication for South Eastern Railway, Calcutta. Closing date postponed to October 3. E.S.B. 19295/63.*
Laboratory Equipment for Maharashtra State Electricity Board. October 21. E.S.B. 28177/63.
Oil Filtering Equipment for Kerala State Electricity Board. October 4. E.S.B. 28172/63.*
Ore Handling Plant for Orissa Mining Corporation Ltd. (Further Information.) Closing date postponed to October 16. E.S.B. 21727/63.*
Planing Machine for Workshops Division, Poona. October 16. E.S.B. 27891/63.
Tractor-Cum-Trailer for Punjab State Electricity Board. October 25. E.S.B. 27599/63.
Transformers for Mysore State Electricity Board. September 30. E.S.B. 28173/63.*
Tyres and Tubes for Gal Oya Development Board. September 27. E.S.B. 28116/63.
Ventilation and Heating Equipment; Air Conditioning Equipment for Hindustan Shipyard Ltd. October 31. E.S.B. 28171/63.

Koyna Hydro-Electric Project—Stage II:
Cooling Water Equipment. (Further Information.) Tender documents now available. E.S.B. 26272/63.*
Transmission Line. (Further Information.) Tender documents now available. E.S.B. 25668/63.*

Directorate General of Supplies and Disposals:
Drills and Reamers. October 11. E.S.B. 28500/63.*
Chemicals. September 27. E.S.B. 28421/63.*

National Coal Development Corporation:
Circuit Breakers. October 14. E.S.B. 28703/63.*
Mine Car Tippler. (Further Information.) Closing date postponed to September 23. E.S.B. 24716/63.*

Procurement Circle, Taiwara Township:
Thermotectors. October 7. E.S.B. 27808/63.
High Tension Meggers; Coil Winding Machine. October 4. E.S.B. 27809/63.

Andhra Pradesh State Electricity Board:
Cooling Towers. October 31. E.S.B. 28445/63.
Steel Erection. October 31. E.S.B. 28446/63.
Civil Engineering Works. October 31. E.S.B. 28444/63.
Electrical Equipment. October 25. E.S.B. 28427/63/DLF.

Atomic Energy Establishment, Trombay:
Air Compressor Unit. September 24. E.S.B. 27885/63.
Bench Lathe. October 3. E.S.B. 28184/63.
Grinding Machine. October 1. E.S.B. 28183/63.
Laboratory Rolling Mill. September 27. E.S.B. 28182/63.
Spectrophotometer. September 26. E.S.B. 28181/63.
Metal Sheets and Bars. October 3. E.S.B. 27885/63.
Pump. September 26. E.S.B. 27886/63.
Stainless Steel Sheets. September 24. E.S.B. 27889/63.
Glass Cylinders. September 24. E.S.B. 27884/63.
Culture Tubes, Snap Caps and Flasks. September 23. E.S.B. 27878/63.
Hydraulic Car Washer. September 25. E.S.B. 27890/63.
Scientific Instruments. Closing dates October 3 to 28. E.S.B. 28185/63.

IRAN

Paper Bags for Cement for Iran Factory Company. November 6. E.S.B. 27862/63.*

IRAQ

Omnibuses for Mutasarifayah of Karbala Liwa, September 25. E.S.B. 28167/63.
Radio Telephones for Ministry of Finance. October 13. E.S.B. 28168/63.

Iraqi Republican Railways:
Locomotive Equipment. (Further Information.) Tender documents now available. E.S.B. 27004/63.*
Steel Plates. (Further Information.) Tender documents now available. E.S.B. 27005/63.*

Ministry of Industry:
Control Equipment. October 31. E.S.B. 28163/63.
Sulphur Recovery Project. November 16. E.S.B. 27816/63.

The Ministry of Municipalities:
Construction of Wells. (Further Information.) Closing date postponed to September 29. E.S.B. 18316/63.
Orthotalodine Reagent. (Further Information.) Closing date postponed to October 9. E.S.B. 22782/63.*
Construction of Workshop; Supply Tools and Machines. October 15. E.S.B. 28424/63.

Iraqi Ports Administration
Ceiling Fans. October 6. E.S.B. 27814/63.
Street Lighting Fittings. September 29. E.S.B. 28150/63.
Electrical Equipment. October 13. E.S.B. 28151/63.

Ministry of Oil:
Bottles. September 29. E.S.B. 28166/63.
Construction Project. September 28. E.S.B. 27810/63.
Tetraethyl Lead. October 1. E.S.B. 27811/63.*

Ministry of Defence:
Acids; Antiseptic Yeast; Rust Dissolvent. September 29. E.S.B. 28162/63.*
Builders' Hardware. September 29. E.S.B. 28161/63.*
Office Machines. September 25. E.S.B. 28159/63.*
Oils. September 25. E.S.B. 28160/63.*
Paints. October 25. E.S.B. 27812/63.*
Oil Cookers and Heaters. October 2. E.S.B. 27815/63.
Musical Instruments; Bandsmen's Belts. October 25. E.S.B. 27817/63.*
Steel Sheets, Tubes, etc. September 25. E.S.B. 27827/63.*
Water Fittings. October 2. E.S.B. 27829/63.
Steel Helmets. September 25. E.S.B. 27828/63.

ITALY

Vehicles for Headquarters, Afsouth, Naples. October 4. E.S.B. 28707/63.*

NATO Infrastructure Contract:
Realisation of radio-electric facilities for four maritime airbases for the Italian Authorities. Apply by October 31 G.D. 661/63 (211).

JORDAN

Construction of a Stadium for King Hussein City Stadium Authority. Register by September 26. E.S.B. 28497/63.
Electric Unit with Generator for Municipality of Tulkarm. September 30. E.S.B. 27807/63.
Land Survey for Yarmuk Hydro-Electric and Irrigation Scheme. (Advance Information.) E.S.B. 27730/63.
Constructional Project for Jordan Development Board. September 30. E.S.B. 28119/63.
Electrical Equipment for Jordan Electric Power Co. Ltd. September 26. E.S.B. 28120/63.*

KUWAIT

Musical Instruments for Ministry of Education. October 1. E.S.B. 27861/63.

MALAYA

Air Conditioning Plant for Ministry of Health. September 27. E.S.B. 28449/63.
Weighing Machine for Public Works Directorate. September 23. E.S.B. 28118/63.

NETHERLANDS

Canal Work for Directorate General of Waterways. September 27. E.S.B. 28483/63.

NEW ZEALAND

Cable for Christchurch City Council. September 26. E.S.B. 28426/63.*
Cotton Sheeting for Ministry of Works. October 3. E.S.B. 28423/63.*
Switchgear for Auckland Electric Power Board. November 1. E.S.B. 28122/63.*

General Post Office:
Hoists. October 8. E.S.B. 28422/63.*
Telephone Cable, October 4. E.S.B. 28482/63.*

NIGERIA

Cables for Electricity Corporation of Nigeria. September 23. E.S.B. 27813/63.

PAKISTAN

Cast Iron Specials for Capital Development Authority. September 24. E.S.B. 28706/63.

Directorate of Industries:
Nursing Appliances. October 7. E.S.B. 27888/63.
Vehicles. September 23. E.S.B. 28104/63.

Directorate General of Telegraph and Telephone:
Air-Conditioning Equipment. October 10. E.S.B. 28271/63.
Cable. October 7. E.S.B. 27897/63.*
Inverters. October 2. E.S.B. 27898/63.*
Power Meter. September 30. E.S.B. 28705/63.*

Water and Power Development Authority:
Electrolyte. September 25. E.S.B. 28485/63.
Aluminium Tape; Aluminium Binding Wire. October 3. E.S.B. 28491/63.
Bitumen Base Compound. October 7. E.S.B. 28492/63.
Enamelled Steel Reflectors. October 8. E.S.B. 28493/63.
Insulators. September 26. E.S.B. 28486/63.
Insulators. September 30. E.S.B. 28488/63.
Insulators. October 1. E.S.B. 28489/63.
Nuts and Bolts. September 30. E.S.B. 28487/63.
Pneumatic Tools. September 30. E.S.B. 28496/63.
Switches. October 2. E.S.B. 28490/63.
Tar Boilers. September 23. E.S.B. 27892/63.

RHODESIA AND NYASALAND

Street Lighting Equipment for City of Bulawayo. September 25. Tender documents (without drawings) now available. E.S.B. 27825/63.*
Twine for Federal Tender Board. September 27. E.S.B. 28713/63.*

SINGAPORE

Film for Ministry of Health. September 27. E.S.B. 28709/63.

SOUTH AFRICA

Radio Communication Equipment for Pretoria City Council. (Advance Information.) Closing date not known. E.S.B. 28476/63.

South African Railways:
Bituminous Mixing Plant. October 4. E.S.B. 28456/63.*
Bogie Hopper Wagons. October 25. E.S.B. 28102/63.
Omnibuses. October 4. E.S.B. 28415/63.*

State Tender Board:
Musical Instruments and Accessories. September 25. E.S.B. 28154/63.*
Steam Drying Machines. October 4. E.S.B. 28498/63.*
Stereo Microscopes. September 23. E.S.B. 28135/63.*
Sulling Diaghies. October 2. E.S.B. 28136/63.*

Transvaal Provincial Tender Board:
Hospital Equipment. October 4. E.S.B. 28463/63.*
Hospital Equipment. October 4. E.S.B. 28153/63.*
Laboratory and Dispensary Sundries. October 4. E.S.B. 28464/63.*
Laboratory Glassware. October 4. E.S.B. 28462/63.*
Nail Brushes. October 4. E.S.B. 28499/63.*
X-Ray Equipment. October 4. E.S.B. 28152/63.*

SPAIN

Batteries; Radio Beacon for Air Ministry. (Further Information.) E.S.B. 26739/63.

Public Works Dept:
Vibrating Screen; Dump Trucks; Jaw Crusher. September 23. E.S.B. 28406/63.
River Canalization and Ditching Projects. October 3. E.S.B. 27893/63.
River Canalization and Ditching. October 3. E.S.B. 28101/63.

SUDAN

Sudan Railways:
Materials for Diesel Running Shed. October 7. E.S.B. 27570/63.*
Railway Recording Trolley. October 16. E.S.B. 28144/63.*
Steel Tyres. October 14. E.S.B. 28142/63.*

Department of Posts and Telegraphs:
Bolts with Nuts and Washers. October 21. E.S.B. 28139/63.*
Diesel Generating Sets. October 23. E.S.B. 28140/63.*
Locomotive Shed. October 9. E.S.B. 28141/63.*

Information for United Kingdom Exporters (*Continued*)

SYRIA

Liquid Oxygen Generating Plant for Syrian Armed Forces. Closing date not known. E.S.B. 27639/63

Motor-Pulverisers for Syrian Tobacco Monopoly. September 29. E.S.B. 27593/63.*

THAILAND

Cardboard Boxes for Thailand Tobacco Monopoly. September 24. E.S.B. 28405/63.

State Railway of Thailand:

Signal Lamp Frames. September 27. E.S.B. 28158/63.
Steel Angles. September 23. E.S.B. 27874/63.
Steel Bars. September 24. E.S.B. 27876/63.
Steel Filing Cabinet. September 26. E.S.B. 27875/63.
Steel Channels. September 25. E.S.B. 28404/63.
Leaf Springs. September 26. E.S.B. 28200/63.

TRINIDAD AND TOBAGO

Ministry of Health and Housing:

Laundry Requisites. September 30. E.S.B. 28165/63.*
Drugs. September 30. E.S.B. 28175/63.*
Antibiotics. September 30. E.S.B. 28176/63.*
Wireless Equipment for Central Tender Board. (Further Information.) Closing date postponed to October 1. E.S.B. 25918/63.*

TURKEY

Pneumatic Conveying Equipment for Soil Products Office. October 29. Tender documents (in Turkish) available. E.S.B. 28719/63*
Measuring Instruments for PTT Genel Mudurluqu. October 31. E.S.B. 28718/63.*
Power Station Equipment for State Hydraulic Works. September 26. E.S.B. 28717/63.

Turkish Maritime Bank:

Cinematographic Projectors. September 26. E.S.B. 28413/63.*
Chain. September 24. E.S.B. 28412/63.*
Winch. September 30. E.S.B. 28414/63.*

UNITED STATES OF AMERICA

Electrical Equipment for U.S. Bureau of Reclamation. September 23. E.S.B. 28461/63.*
Lightning Arresters for U.S. Corps of Engineers. (Advance Information.) October 9. E.S.B. 28454/63.

UPPER VOLTA

Constructional Project for the Republic of Upper Volta. October 30. Tender documents (in French) available. E.S.B 28105/63.*

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (inquiries by telephone: City 5757, Ext. 427), on remittance of cash with order of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

All Countries
Successful bidders for overseas contracts. (E.S.B. 860/63.)

Australia
Agency inquiry for plastics building supplies. (E.S.B. 27988/63.)
Agency inquiry for foodstuffs. (E.S.B. 27209/63.)
Manufacture under licence—shop fitting equipment. (E.S.B. 28076/63.)
Inquiry in respect of radio communication centre. (E.S.B. 24106/62.)
Inquiry for pressure reducing valves (E.S.B. 17168/63.)
Manufacture under licence—pre-fabricated partitions. (E.S.B. 26878/63.)

Bahrain
Inquiry for diaries. (E.S.B. 24272/63.)
Market report on pharmaceuticals. (E.S.B. 24857/63.)

Canada
Agency inquiry for marine equipment. (E.S.B. 28044/63.)
Agency inquiry for druggists' sundries; hotel and restaurant supplies; housewares. (E.S.B. 27617/63.)
Agency inquiry for electrical appliances; glassware; hardware; lawn mowers; pottery. (E.S.B. 27780/63.)
Inquiry for commercial kitchen equipment; shower units; office equipment; air conditioners. (E.S.B. 27993/63.)
Inquiry for sports goods; garden furniture; hardware. (E.S.B. 28060/63.)
Market report on sporting goods. (E.S.B. 21853/63.)
Market report on steel wire ropes. (E.S.B. 25531/63.)

Ceylon
Inquiry for sewage disposal plant. (E.S.B. 27629/63.)

Colombia
Economic report, April-June 1963. (C.R.E. 2478/G.)

Egypt
Inquiry for electric welding machinery. (E.S.B. 27640/63.)

Fiji
Agency inquiry for textiles consumer goods; confectionery; edible oils. (E.S.B. 25424/63.)
Inquiry in respect of miscellaneous agencies. (E.S.B. 27613/63.)

France
Agency inquiry for machinery and equipment. E.S.B. 27768/63.)
Economic report, July 1963. (C.R.E. 213/63.)

France/Austria
Trade Agreement. (C.R.E. 6488/G.)

Germany (Federal Republic of)
Agency inquiry for rolling mill products; building materials and machinery. (E.S.B. 28097/63.)
Agency inquiry for tins for packaging. (E.S.B. 27976/63.)
Economic report, August 26-September 1, 1963. (C.R.E. 1479/G.)
Import of cucumbers. (C.R.E. 158/62.)

Hungary
Foreign Trade Organization. (C.R.E. 11856/56.)

India
Inquiry for measuring equipment; machine tool accessories; special tools. (E.S.B. 27724/63.)
Inquiry for textile machinery. (E.S.B. 27435/63.)

Iran
Economic report, July 1963. (C.R.E. 3562/3/G.)

Iraq
Inquiry for machinery and plant; workshop project. (E.S.B. 27702/63.)

Italy
Agency inquiry for building materials and hardware; machinery for sheet metal work. (E.S.B. 27645/63.)

Italy/Bulgaria
Trade Agreement (C.R.E. 7425/G.)

Kenya
Agency inquiry for hardware; milk churns. (E.S.B. 27695/63.)

Netherlands
Joint venture—electrical products; light engineering products. (E.S.B. 27628/63.)

New Zealand
Manufacture under licence—foodstuffs. (E.S.B. 26316/63.)

Nigeria
Agency inquiry for crop spraying machines manual. (E.S.B. 25549/63.)

North America
Visits of department store buyers (E.S.B. 9058/63.)

Norway
Agency inquiry for plastics footware; paper utensils. (E.S.B. 26150/63.)
Economic report, June/July, 1963. (C.R.E. 2995/63.)

Pakistan
Collaboration—hoses. (E.S.B. 26687/63.)

Panama
Inquiry for machinery and plant. (E.S.B. 27706/63.)

Portuguese West Africa
Inquiry for waterproofing material for roofs; pre-reinforced concrete. (E.S.B. 27635/63.)

Saudi Arabia
Inquiry for steel buildings. (E.S.B. 27732/63.)

Singapore
Agency inquiry for brassicre materials and fittings. (E.S.B. 27448/63.)
Inquiry for vapourising units; insecticide tablets. (E.S.B. 27904/63.)

Switzerland
Agency inquiry for whisky; gin. (E.S.B. 27690/63.)
Inquiry for lorries; silos. (E.S.B. 28003/63.)

Syria
Agency inquiry for automobile repair equipment; machine tools; woodworking machinery. (E.S.B. 27695/63.)

Turkey
Inquiry for aluminium sulphate plant. (E.S.B. 27747/63.)
Inquiry in respect of hotel project. (E.S.B. 27441/63.)

United States of America
Agency inquiry for toys. (E.S.B. 27675/63.)
Agency inquiry for nuts and screws; rivets; wire. (E.S.B. 27249/63.)
Agency inquiry for spectacle frames. (E.S.B. 27972/63.)
Agency inquiry for ferrous and non-ferrous metals; wire rope; electric cable; fractional h.p. motors; automobile air conditioners. (E.S.B. 28234/63.)
Inquiry for sheep farmers' requisites; veterinarian supplies. (E.S.B. 27491/63.)
Inquiry for electric motors and blowers; power tools; pumps; industrial can openers. (E.S.B. 27179/63.)
Inquiry for steel (E.S.B. 26626/63.)
Market report on domcatic electrical equipment. (E.S.B. 26369/63.)
Construction sub-contracts. (E.S.B. 14656/63.)

Tariff, Customs, Import and Other Regulations in Overseas Countries

Registered Trade Mark (rtm) Goods in Overseas Tariff Lists

THE LIST OF TARIFF, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'rtm'. Readers of the Journal should note that this prefix signifies that the words are registered trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the list may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

SPAIN

Tariff Changes

REFERENCE was made in the *Board of Trade Journal* of August 23 (page 413) to Spain's accession to the GATT. The Spanish authorities published the consequent amendments to their tariff in the State Gazette of August 14, 1963. The new rates of duty, which are reproduced below, came into force on August 30, 1963.

The 5 per cent overall decrease in duties which was notified in the *Board of Trade Journal* of February 8, 1963 (page 362) will not apply to the new, reduced rates. Transitory duties are not affected. Inquiries about this notice should be made to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

Tariff Heading No.	Description	Import Duty
		Per cent.
02.02	Dead poultry and edible offals thereof (except liver), fresh, chilled or frozen	20
02.06	Meat and edible meat offals (except poultry liver), salted in brine, dried or smoked:	
ex B	Chine of pork	20
04.04	Cheese and curd:	
A	Processed cheese	45
ex A	Emmenthal and Gruyere processed cheese and other kinds of hard and soft cheese, with or without the addition of other dairy products or substances other than milk, such as spices, ham etc., without any of the milk elements being replaced by such addition, on condition that the price of the cheese is a minimum of 5,500 pesetas per 100 kg. net, value for Customs purposes	30
B	Hard cheese and blue-veined cheese	45
ex B	Hard Emmenthal and Gruyere type cheese, in packaged portions or in rounds, with a minimum fat content of 45% by dry weight, on condition that the price of the cheese is a minimum of 5,500 pesetas per 100 kg. net, value for Customs purposes	30
ex C	Other cheese, n.e.s.	45
07.01 A 1 (b)	Seed potatoes, other than of superior quality	18
07.05	Dried leguminous vegetables, shelled, whether or not skinned or split:	
B 2	Beans	14
09.02	Tea	20
10.03 B	Barley, other than of superior quality, intended for sowing	20
10.05 B	Maize, other than of superior quality, intended for sowing	20
10.07 ex B	Grain sorghum	20
16.01	Sausages and the like, of meat, meat offal or animal blood	20
16.02	Other prepared or preserved meat or meat offal	20
22.09 B 2	Whisky and the like	40 pesetas per litre
4	Gin	40 pesetas per litre
26.01 B	Manganese ores, including manganiferous iron ores containing 20% of manganese	8
29.04 B	Polyhydric alcohols:	
ex 2	Trimethylolpropane	18
29.23 D ex 3	Calcium 4-benzamidosalicylate	24
29.36 ex A	Sulphanilamide and its derivatives	36
29.38 ex A	Provitamins and vitamins, reproduced by synthesis	20
31.03	Mineral or chemical fertilizers, phosphatic:	
A	Basic slag	13
32.08 B	Vitrifiable enamels and glazes, glass frit and other glass in the form of powder, granules or flakes	28
32.09 A	Spirit varnish	32
D	Varnishes, paints, pigments and similar preparations, n.e.s.	36
33.01 A	Essential oils, not terpeneless:	
ex 1	Of mint	10
33.06	Perfumery, cosmetics and toilet preparations	32
34.02 A 3	Non-ionic organic surface-active agents	40
35.03 B	Gelatin, n.e.s., and gelatin derivatives; glues and isinglass	32
37.01 A	Plates, sensitized, unexposed, of glass	36
37.02	Films in rolls or strips, sensitized, unexposed, perforated or not:	
A	Unperforated:	
1	For black and white pictures	50
2	For colour negatives	40
3	For colour transparencies from which no negative can be made	40
B	Perforated for black and white pictures:	
1	Negatives, in rolls of more than 30 metres	40
2	Negatives, in rolls of 30 metres or less	45
3	Positives	50
4	Duplicates	25
5	Transparencies from which negatives can be made	27
C	Perforated, for colour pictures:	
1	Negatives, in rolls of more than 30 metres	36
2	Negatives, in rolls or 30 metres or less	40
3	Internegative positive transparencies from which negatives cannot be made	45
37.03	Sensitized paper, paper board and cloth, unexposed or exposed but not developed:	
A	For black and white photographs	50
B	For colour photographs	54
37.04 B 2	Cinematograph films, other than newsreels	180 pesetas per kg.
37.07	Cinematograph film, n.e.s., exposed and developed, whether or not incorporating sound track, negative or positive:	
B	35 mm. and more in width:	
1 (a)	Negatives, counterparts, lavender prints, or other, for copying purposes – black and white	12 pesetas per metre
2 (a)	Negatives, intermediate negatives or intermediate positives – colour	22 pesetas per metre
37.08	Chemical products and flash light materials, of a kind and in a form suitable for use in photography:	
A	Emulsions sensitive to light or other radiations	32
38.19 E	Chemical products and preparations and residual products of the chemical or allied industries, n.e.s.	22
39.01 C	Alkyds	32
39.02 C	Polymerization styrene products and their derivatives	27
E	Polyvinyl chloride	32
Ex 39.06	Dextran	20
40.04 A	Tyres, outer casings, inner tubes and air-bags, no longer fit for use as such	12
	The duty in pesetas not to be less than 100 kg.	70
40.08 ex A	Sheets of vulcanized rubber of less than 5 cm. in width	27
40.09	Piping and tubing, of unhardened vulcanized rubber:	
B	Combined with textile materials, metal or other materials	32
C	Reinforced with metal	32
D	Fitted at their ends with connections	32
40.11 C	Pneumatic tyres, including tubeless tyres:	
1	For aircraft	32
2	Other, including reinforced cycle tyres and flaps, weighing each:	
(a)	More than 70 kg.	32
(b)	More than 15 but not more than 70 kg.	32
(c)	More than 2 but not more than 75 kg.	30
(d)	2 kg. or less	32
41.08	Patent leather and imitation patent leather of equines and bovines (including buffalo):	
ex 1	Weighing more than 16 kg. per dozen whole skins	16
ex 2	Weighing not more than 16 kg. per dozen whole skins	14
44.03 E	Wood in the rough, whether or not stripped of its bark or merely roughed down, n.e.s.	20
44.13	Wood (including blocks, strips and friezes for parquet or wood block flooring, not assembled), planed, turned, grooved, rebated, chamfered, V-joined, centre V-joined, beaded, centre beaded or the like, but not further manufactured	18
ex 44.28	Automatic rollers for blinds	20
50.09	Woven fabrics of silk or of waste silk other than noil:	
B	Bleached or dyed	30
C	Printed, goffered or having been processed subsequent to dyeing	32
53.11	Woven fabrics of sheep's or lambs' wool or of fine animal hair:	
A	Containing 85% or more by weight of such materials, weighing per square metre:	
1	Not more than 250 grammes	36
2	More than 250 but not more than 400 grammes	35
3	More than 400 grammes	33
B	Containing less than 85% by weight of such materials, weighing per square metre:	
2	More than 250 but not more than 400 grammes	38
3	More than 400 grammes	33
55.09 A 1 (c)	Woven fabrics of cotton, n.e.s., plain or twilled, unbleached, bleached or dyed in the piece, weighing not more than 80 grammes per square metre	36

Spain (*Continued*)

Tariff Heading No.	Description	Import Duty
		Per cent.
ex 57.08	Paper string	24
58.10	Embroidery, in the piece, in strips or in motifs	32
ex 59.03	Bonded fibre fabrics	32
59.17	Textile fabrics and textile articles, of a kind commonly used in machinery or plant:	
B	Bolting cloth:	
1	Of silk	19
2	Of other textile materials	27
D	Woven textile felts, whether or not impregnated or coated, of a kind commonly used in papermaking or other machinery, and answering the description given in the 4th paragraph of Note 5 (a) to this Chapter	32
68.13 A	Mixtures with a basis of asbestos and mixtures with a basis of asbestos and magnesium carbonate, and articles of such mixtures	22
B	Fabricated asbestos and articles thereof, reinforced or not, other than goods falling within heading No. 68.14	32
68.16 ex C	Magnesite bricks, covered	17
	Containers for peat, fertilized for transplanting	16
69.02 ex C	Magnesite bricks, calcined	20
	Silica bricks (also known as Dinas bricks)	20
69.03 ex C	Graphite crucibles	20
	Other refractory products of magnesite, n.e.s.	20
69.10 ex C	Sanitary appliances of porcelain	28
70.04	Unworked cast or rolled glass (including flashed or wired glass), whether figured or not, in rectangles:	
A	Unwired plane printed glass; flashed glass	27
B	Wired plane printed glass	27
C	Unwired corrugated printed glass	27
D	Wired corrugated printed glass	27
E	Plates and slabs, unworked	27
70.05	Unworked, drawn or blown glass (including flashed glass), in rectangles:	
A	Natural coloured glass of a thickness:	
1	Of less than 3·5 mm.	27
2	of 3·5 mm. or more	32
70.14 B	Signalling glassware	32
73.05 A	Iron and steel powders	4
73.12 B 3 ex(b)	Hoop and strip, of iron or steel other than special, of a thickness of 0·1 mm., perforated and nickel-plated	24
73.13 C 3 (d)	Sheets or plates, of iron or steel other than special, clad or otherwise surface worked, n.e.s.	24
73.15	Alloy steel and high carbon steel in the forms mentioned in heading Nos. 73.06 to 73.14:	
A	High carbon steel:	
3	Bars and rods (including wire rod and hollow mining drill steel):	
(a)	Hollow mining drill steel	30
(b)	Other (including wire rod)	26
ex 5	Hoop and strip, cold-rolled	26
ex 6	Conveyor belts	30
7	Wire, whether or not coated (other than insulated electric wire), of which the greatest cross-sectional dimension is:	
(b)	1 mm. or more but less than 5 mm.	26
(c)	Less than 1 mm.	30
B 1	Alloy steel commonly called structural steel:	
ex (e)	Hoop and strip, of stainless steel	32
2	Other alloy steel:	
(c)	Bars and rods (including wire rod and hollow mining drill steel):	
1	Hollow mining drill steel	27
2	Other (including wire rod)	23
ex (e)	Hoop and strip, cold rolled	24
(f) 2	Sheets and plates, n.e.s.	26
(g)	Wire, whether or not coated (other than insulated electric wire), of which the greatest cross-sectional dimension is:	
2	1 mm. or more but less than 5 mm.	24
3	Less than 1 mm.	28
73.17	Tubes and pipes, of cast iron:	
A	Of an internal diameter of 60 mm. or more	20
B	Of an internal diameter of less than 60 mm.	20
73.18	Tubes and pipes and blanks therefor, of iron (other than of cast iron) or steel, excluding high pressure hydro-electric conduits:	
A	Seamless (cast, rolled, drawn, etc.)	32
ex A	Alloyed steel tubes, seamless, and unalloyed steel tubes (hollow bars) of a thickness of 6 mm. or more, an external diameter of up to 30 mm. and a carbon content exceeding 0·30%	28
B	Other (welded, open-seam, riveted, etc.)	24
73.19	High-pressure hydro-electric conduits of steel, whether or not reinforced	24
ex 73.24	Cylinders of iron or steel, for liquid gas	24
73.29 A	Roller and precision chain	44
73.31	Nails, tacks, staples, hook-nails, corrugated nails, spiked cramps, studs, spikes and drawing pins, of iron or steel, whether or not with heads of other materials, but not including such articles with heads of copper	24
73.36	Stoves (including stoves with subsidiary boilers for central heating), ranges, cookers, grates, fires and other space heaters, gas-rings, plate warmers with burners, wash boilers with grates or other heating elements and similar equipment, of a kind used for domestic purposes, not electrically operated, and parts thereof, of iron or steel:	
A	Neither enamelled nor coated	24
B	Enamelled or coated (nickel-plated, copper-plated, painted, etc.)	28
ex 74.06	Powdered bronze	24
74.17 ex A	Oil or liquid gas heaters, not coated or enamelled	24
75.02 C ex 2	Resistance wire, of nickel alloy	20
76.01 A 1	Unwrought aluminium, unalloyed	16
ex 76.05	Powder of aluminium	24
76.12 ex A	Electric cables of steel-cord aluminium wire, provided that aluminium predominates in weight	24
80.02	Wrought bars, rods, angles, shapes and sections, of tin; tin wire	16
82.01 B 1	Sickles and scythes	24
82.02	Saws (non-mechanical) and blades for hand or machine saws (including toothless saw blades):	
A	Saws (non-mechanical)	24
B	Saw blades:	
1	Circular	32
2	Band saw blades	28
3	Other	32
82.04 ex C	Petrol and oil blow lamps and parts and liquid gas welding apparatus	24
82.05	Interchangeable tools for hand tools, for machine tools or for power-operated hand tools (e.g., for pressing, stamping, drilling, tapping, threading, boring, broaching, milling, cutting, turning, dressing, morticing or screw driving), including dies for wire drawing, extrusion dies for metal, and rock drilling bits:	
A	Of high carbon steel	32
B	Of alloy steel	28
C	Of metallic carbides	32
D	Of precious or semi-precious stones (natural, synthetic or reconstructed) and abrasive materials	20
ex E	Twist drills, of a diameter not more than 40 mm. of other materials	28
82.06	Knives and cutting blades, for machines or for mechanical appliances:	
A	Of stainless steel	36
B	Other	32
82.07	Tool-tips and plates, sticks and the like for tool-tips, unmounted, of sintered metal carbides (e.g., carbides of tungsten, molybdenum or vanadium)	32
82.14 ex B	Spoons and forks of iron and steel	36
ex 83.15	Electrodes	32
84.01	Steam and other vapour generating boilers (excluding central heating hot water boilers capable also of producing low pressure steam):	
A	Marine boilers:	
1	Water tube boilers:	
(a) 1	For superheated steam of a pressure of not more than 38 kg. per sq. cm.	28
2	For superheated steam of a pressure of more than 38 kg. per sq. cm.	24
B	Locomotive boilers	28
C	Other boilers:	
1	Of water tubes, of a pressure:	
(a)	Of not more than 100 kg. per sq. cm.	32
(b)	Of more than 100 kg. but not more than 120 kg. per sq. cm.	25
(c)	Of more than 120 kg. per sq. cm.	25
2	Other	28
D 1	Parts, formed mainly of tubes	32
84-05 B	Steam turbines	24
84.06	Internal combustion piston engines:	
A	Aircraft engines, weighing each:	
1	1,000 kg. or less	24
2	More than 1,000 kg.	24
B	Other spark-ignition engines:	
1	For cycles and motor-cycles	44
2	Other, weighing each:	
(a)	15 kg. or less	44
(b)	More than 15 but not more than 100 kg.	50
ex (b)	Outboard motors	44
(c)	More than 100 but not more than 300 kg.	50
(d)	More than 300 kg.	36
C	Other compression-ignition engines, weighing each:	
1	2,000 kg. or less	45
2	More than 2,000 but not more than 100,000 kg.	36
3	More than 100,000 kg.	28
D	Parts:	
1	For aircraft engines	24
2	Other, including injectors, injector holders and carburettors	44
ex 2	Segments	45
84.07	Water wheels, water turbines and other water engines, including regulators therefor:	
A	Water wheels, water turbines and other water engines	24
B	Parts	24
84.09	Mechanically propelled road rollers	32
84.10 E ex 2	Screw pumps	20
84.11 D 1	Turbo-pumps and turbo-compressors	24
E	Fans, blowers and the like:	
1	Turbo-fans, turbo-blowers and the like	28
84.12	Air conditioning machines, self-contained, comprising a motor-driven fan and elements for changing the temperature and humidity of air	36
84.15 B 3	Refrigerators and refrigerating equipment, n.e.s., and parts	32
84.17 J 1	Plate-type pasteurizers and sterilizers for the dairy industry	24
ex 2	Plate-type heat exchangers for industrial use	28
84.18 D 1 ex	(a) Centrifugal milk clarifiers	24
ex (e)	Industrial separators for laboratory use; laboratory centrifuges (liquid)	28
ex(d)	Laboratory centrifuges, n.e.s.	28
ex E	Parts for laboratory centrifuges	28
84.19 A	Dish washing machines	28
E 2	Machines used in the food industry, n.e.s.	28
F	Parts	28
84.20 C 2	Automatic and semi-automatic scales and balances, n.e.s. The duty in pesetas not to be less than, each	32 1,600
84.22	Lifting, handling, loading or unloading machinery, telphers and conveyors (e.g., lifts, hoists, winches, cranes, transporter cranes, jacks, pulley tackle, belt conveyors and teleferics), not being machinery falling within heading No. 84.23:	
B	Goods and passenger lifts and the like, excluding escalators	24
C	Winches and capstans	24
D	Jacks, whether or not hydraulic; built-in jacking systems	32
E	Pulley tackle	24
F	Cranes	32

(*Continued on next page*)

Spain (*Continued*)

Tariff Heading No.	Description	Import Duty
		Per cent.
G	Continuous-action mechanical conveyors other than cable conveyors	24
H	Aerial cable conveyors; teleferics	28
I	Other	24
J	Parts	24
84.23	Excavating, levelling, boring and extracting machinery, stationary or mobile, for earth, minerals or ores (e.g., mechanical shovels, coal cutters, excavators, scrapers, levellers and bulldozers); pile-drivers; snow-ploughs, not self-propelled (including snow-plough attachments):	
A	Mechanical shovels, excavators and skimmers	24
B	Levellers, bulldozers, scrapers, scarifiers, pile-drivers, snow-ploughs and road rollers	20
C	Other	24
D	Parts	24
84. 24	Agricultural and horticultural machinery for soil preparation or cultivation (e.g. ploughs, harrows, cultivators, seed and fertilizer distributors); lawn and sports ground rollers	20
84.25	Harvesting and threshing machinery; straw and fodder presses; hay or grass mowers; winnowing and similar cleaning machines for seed, grain or leguminous vegetables and egg-grading and other grading machines for agricultural produce (other than those of a kind used in the bread grain milling industry falling within heading No. 84.22):	
A 2	Harvesters and harvester-binders, other than for maize	16
B	Threshers	16
C 1	Combine harvester-threshers, for cereals and seeds:	
(a)	Self-propelled	28
(b) 1	Towed, motor-driven	24
2	Towed, not motor-driven	16
D ex 2	Lawn mowers	20
E	Parts	20
84.26	Dairy machinery (including milking machines):	
A	Milking machines	24
B	Other:	
1	Irradiators	24
2	Other	24
84.31	Machinery for making or finishing cellulosic pulp, paper or paperboard:	
A	Machinery for making cellulosic pulp	36
B	Machinery for making or finishing paper or paperboard with a total width of:	
1	Less than 3·5 metres	36
2	More than 3·5 but less than 4·2 metres	20
C	Machinery for making corrugated paper and cardboard:	
1	Weighing not more than 7,500 kg.	20
84.34 ex B	Matrices, dies, stamps and printing type	32
ex C	Replacement parts for matrices, dies, stamps and printing type	32
84.35	Other printing machinery; machines for uses ancillary to printing:	
A	Machinery for planographic printing, with or without inking mechanism	36
B	Cylinder printing machines, including offset printing machines, weighing each:	
1	Not more than 6,000 kg.	28
2	More than 6,000 kg.	20
C	Rotary presses, including offset presses, and other machinery and apparatus, weighing each:	
1	Not more than 7,500 kg.	20
2	More than 7,500 but not more than 12,000 kg.	12
84.36 D	Textile doubling, throwing and reeling (including weft-winding) machines	24
84.37	Weaving machines, knitting machines and machines for making gimped yarn, tulle, lace, embroidery, trimmings, braid or net; machines for preparing yarns for use on such machines, including warping and warp sizing machines:	
A	Weaving machines of all kinds, including those for weaving narrow fabrics	28
B	Knitting and crocheting machines:	
1	Flat machines:	
(a)	Knitting machines, including hand knitting machines	32
(b)	Warp knitting machines for run-proof fabrics	24
(c)	Other flat machines (Cotton's frames and the like, etc.)	24
2	Circular machines:	
(a)	Battery (or magazine) type	28
(b)	Looping-wheel type, with latch or bearded needles	28
(c)	Of the interlock type, with plate and cylinder	24
(d)	Other circular machines	24
3	Stocking-repairing machines and appliances and the like	24
E	Machines for preparing yarns for weaving, knitting, etc.:	
1	Warpers	24
2	Warp sizing machines	28
84.38	Auxiliary machinery for use with machines of heading No. 84.37; parts and accessories suitable for use solely or principally with the machines of the present heading or with machines falling within heading No. 84.36 or 84.37:	
A	Auxiliary machinery for use with machines of heading No. 84.37:	
ex 1	Jacquards and dobbies	28
2	Automatic shuttle, cop, etc., changing mechanisms; warp stop motions and weft stop motions	28
3	Automatic weft winders for weaving narrow fabrics, bobbin weft winders, etc.	28
4	Other	28
B	Parts and accessories:	
1	Sinkers and other accessories cut from sheet metal or from metal strip (jacks, transfers, sliders, combs, etc.)	24
2	Needles, including latch and bearded needles and other parts made of wire	24
3	Other	24
84.41	Sewing machines; furniture specially designed for sewing machines; sewing machine needles:	
A	Sewing machines:	
1	Domestic type, and heads therefor:	
(a)	Portable, and electric sewing machines, portable or not the duty in pesetas not to be less than, each	36 800
(b)	Other the duty in pesetas not to be less than, each	36 800
2	Industrial type, and heads therefor:	
(a)	Designed to be used only for special kinds of sewing (for sewing leather, footwear, sacks, buttons, etc.)	16
(b)	Other	44
B	Sewing machine needles	20
C	Other parts including furniture and parts thereof	44
84.44 B 1	Rolls for rolling mills	20
84.45	Machine-tools for working metal or metallic carbides, not being machines falling within heading No. 84.49 or 84.50:	
B	Other machine tools whose function is to remove metal or metallic carbides:	
1	Horizontal lathes, weighing each:	
(a)	Not more than 5,000 kg.	36
(b)	More than 5,000 but not more than 10,000 kg.	32
(c)	More than 10,000 kg.	24
2	Semi-automatic turret lathes, weighing each:	
(a)	Not more than 2,500 kg.	36
(b)	More than 2,500 kg.	24
3	Automatic lathes, weighing each:	
(a)	Not more than 300 kg.	24
(b)	More than 300 but not more than 1,500 kg.	36
(c)	More than 1,500 kg.	24
4	Vertical lathes	24
5	Special lathes (facing-lathes, locomotive-wheel lathes, ingot-reducing lathes, rolling-mill roll lathes, backing-off lathes)	24
6	Other lathes, weighing each:	
(a)	Not more than 5,000 kg.	36
(b)	More than 5,000 kg.	24
7	Screw cutting and tapping machines, other than lathes	28
8	Reaming machines:	
(a)	Automatic-tooling reamers with non-sliding spindles and automatically-moved tables, weighing each:	
1	Not more than 4,000 kg.	32
9	Planing machines, including vertical planing machines or slotting machines, weighing each:	
(a)	Not more than 12,000 kg.	28
(b)	More than 12,000 kg.	24
10	Shaping machines, weighing each:	
(a)	Not more than 3,000 kg.	28
(b)	More than 3,000 kg.	24
11	Milling machines:	
(a)	Special milling machines (gear-milling machines, cam-milling machines, ingot-milling machines, special large thread milling machines, slabbing millers, automatic keyway-cutting machines, automatic axle-grooving millers)	24
(b)	Other milling machines, weighing each:	
1	Not more than 5,000 kg.	32
2	More than 5,000 kg.	24
12	Drilling and boring machines:	
(a)	Radial, multi-head, weighing each:	
1	Not more than 7,500 kg.	28
2	More than 7,500 kg.	24
(b)	Other drilling and boring machines	28
13	Polishing, lapping and honing machines:	
(a)	Plain and surface grinders, including centreless grinders, weighing each:	
1	Not more than 4,000 kg.	28
2	More than 4,000 kg.	24
(b)	Other	24
14	Broaching machines	24
15	Sharpening machines:	28
16	Gear cutting machines:	
(a)	Cylindrical gear cutting machines, weighing each:	
1	Not more than 300 kg.	24
2	More than 300 but not more than 3,500 kg.	28
3	More than 3,500 kg.	24
(b)	Other	24
17	Sawing machines and cutting machines:	
(a)	Sawing machines, reciprocating or band, weighing each:	
1	Not more than 1,500 kg.	28
2	More than 1,500 kg.	24
(b)	Other	24
18	Other machines whose function is to remove metal or metal carbides:	
(a)	Centring machines	24
(b)	Special machines composed of autonomous units forming a complete set or a copying installation the total weight of which exceeds 10,000 kg.	24
(c)	Other	24
C	Other machine-tools, for changing the shape of metal:	
1	Driven by fluid under pressure (hydraulic, etc.) including metal-extruding presses	24
2	Other	24
D	Other machine-tools:	
1	Complex machines for the manufacture of metal containers	24
2	Special machine-tools (spindle or axle turning machines, file cutting machines, machines for manufacturing flexible tubes of spiral metal strip)	24
3	Other	24
84.47	Machine-tools for working wood, cork, bone, ebonite (vulcanite), hard artificial plastic materials or other hard carving materials, other than machines falling within heading No. 84.49:	
A	Sawing machines:	
1	Band, weighing each:	

Spain (*Continued*)

Tariff Heading No.	Description	Import Duty
		Per cent.
(a)	Not more than 6,000 kg.	20
(b)	More than 6,000 kg.	20
2	Reciprocating, with multi-blade frames	20
3	Other	20
B	Planing, matching and moulding machines:	
1	Surfacing and planing machines, of a useful width of:	
(a)	Not more than 800 mm.	20
(b)	More than 800 mm.	20
2	Matching and moulding machines	20
3	Other	20
C	Sandpapering machines	20
D 1	Hydraulic presses	24
2	Other presses	20
E	Other machines	20
84.48	Accessories and parts suitable for use solely or principally with the machines falling within headings No. 84.45 to 84.47, including work and tool holders, self-opening dieheads, dividing heads and other appliances for machine-tools; tool holders for the mechanical hand tools of headings No. 82.04, 84.49 or 85.05:	
B	Other	24
84.49	Tools for working in the hand, pneumatic or with self-contained non-electric motor:	
A	Pneumatic grease guns	30
B	Portable tools and machine-tools the motor of which provides a rotating movement only (drilling machines, saws, polishers, screw drivers, etc.)	25
C	Concrete vibrators	30
D	Other	28
E	Parts	20
Ex 84.50	Gas-operated welding appliances	28
84.52 B 2	Machines, other than electronic, designed to perform the four mathematical operations	24
D	Cash registers	24
E 1	Postage-franking machines	20
84.55 B	Parts and accessories (other than covers, carrying cases and the like) suitable for use solely or principally with machines of a kind falling within headings No. 84.51, 84.52 or 84.54	24
84.58	Automatic vending machines (e.g. stamp, cigarette, chocolate and food machines), not being games of skill or chance	24
84.59	Machinery and mechanical appliances (except those suitable for use solely or principally as parts of other machines or apparatus), not falling within any other heading of this Chapter:	
K	Hydraulic presses with heating plates of more than 6 sq. metres, for the manufacture of agglomerated panels	25
L	Special automatic machines for making metal containers with welded tops of a capacity of production in excess of 100 per minute	24
M	Other, n.e.s.	25
84.61	Taps, cocks, valves and similar appliances, for pipes, boiler shells, tanks, vats and the like, including pressure reducing valves and thermostatically controlled valves	36
84.62	Ball, roller or needle roller bearings:	
A	Bearings, weighing each:	
1	5 kg. or less	36
2	More than 5 kg.	24
B	Parts	32
85.01	Electrical goods of the following descriptions: generators, motors, converters (rotary or static), transformers, rectifiers and rectifying apparatus, inductors:	
A	Electric motors, synchronous rectifiers, generators and rotary converters, weighing each:	
1	500 kg. or less	50
2	More than 500 but not more than 10,000 kg.	36
3	More than 10,000 but not more than 75,000 kg.	28
4	More than 75,000 but not more than 150,000 kg.	20
5	More than 150,000 kg.	16
B	Transformers and inductors (e.g. reactors and chokes):	
1	Instrument transformers	32
2	Other, weighing each:	
(a)	500 kg. or less	36
(b)	More than 500 but not more than 5,000 kg.	32
(c)	More than 5,000 but not more than 25,000 kg.	28
(d)	More than 25,000 kg.	20
C	Static converters and battery chargers:	
1	Metal rectifiers and elements therefor, and electrolytic rectifiers	28
2	Diode rectifiers	28
3	Other	28
D	Parts	28
85.06	Electro-mechanical domestic appliances, with self-contained electric motor:	
A	Vacuum cleaners and floor polishers	40
B	Food grinders and mixers	40
C	Room fans and smoke aspirators	40
D	Other	40
E	Parts	36
85.11 B 1 ex (b)	Arc welding transformers	28
85.12 F 1	Unmounted electric heating resistors	28
85.13	Electrical line telephonic and telegraphic apparatus (including such apparatus for carrier-current line systems):	
A	Electrical telephone apparatus:	
1	Of high frequency for high tension lines	24
2	Anti-blast telephonic apparatus	24
3	Other, including carrier-current apparatus	27
B	Electrical telegraphic apparatus:	
1	Apparatus for sending and receiving messages, including by printing and perforation, teleprinting manipulators, key transmitters, automatic transmission apparatus, tape transmitters, morse receivers, acoustic receivers, printing receivers, signal repeaters and self-correcting apparatus	24
2	Automatic transfer apparatus (including those for Telex services)	24
3	Special apparatus for sending and receiving (telephotography and teleautography) and for tele-composition	24
4	Special apparatus for carrier-current telegraphy (oscillators, modulators, demodulators, notching amplifiers, de-coupling networks and alternating transmitters)	24
5	Other	24
C	Parts	24
85.15 B 1 (a)	Radio broadcasting transmitters and receivers, of power up to 20 kW.	36
2	Television transmitters, receivers and their parts and accessories:	
(a)	Transmitters, receivers, cameras, camera networks, impulse generators, mixers, telecinemas, picture signal recorders, hertzian microwave links, antennae, passive reflectors and repeaters of more than 50 watts	24
(b)	Others	36
3	Other	36
E	Parts and accessories, including furniture	40
85.16	Electric traffic control equipment for railways, roads and inland waterways and equipment used for similar purposes in port installations or upon airfields	24
85.19	Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits; resistors fixed or variable (including potentiometers), other than heating resistors, rheostatic, inductance, motor driven and vibrating contact automatic voltage regulators; switchboards (other than telephone switchboards) and control panels:	
A	Relays	28
B	Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits	30
C	Resistors, fixed or variable (other than heating resistors):	
1	Potentiometers and rheostats, weighing each:	
(a)	100 grams or less	36
(b)	More than 100 grams	24
2	Other	30
D	Automatic voltage regulators	32
E	Switchboards and control panels	28
85.20	Electric filament lamps and electric discharge lamps (including infra-red and ultra-violet lamps); arc lamps; electrically ignited photographic flashbulbs:	
A	Filament bulbs and parts therefor:	
1	Of the standard type for lighting purposes:	
(a)	100 watts or less	32
(b)	Other	36
2	Of the type used in motor vehicle and other vehicle lamps	36
3	Of the miniature type	36
4	For projectors including cinematographic projectors	32
5	Parts	32
C	Other lamps (arc, flash, infra-red, etc.) and parts	23
85.21 D	Cathode-ray tubes	36
85.23	Insulated (including enamelled or anodized) electric wire, cable, bars, strip and the like (including co-axial cable), whether or not fitted with connectors	28
85.24	Carbon brushes, arc-lamp carbons, battery carbons, carbon electrodes and other carbon articles of a kind used for electrical purposes	32
85.25 A	Insulators of glass	24
B ex 2	High tension insulators of porcelain, with metal fittings	36
Ex 86.09	Brake adjusters and devices for load braking	20
87.01	Tractors (other than those falling within heading No. 87.07), whether or not fitted with power take-offs, winches or pulleys:	
B	Track-laying tractors with a cylinder capacity of:	
1	6,000 c.c. or less	28
2	More than 6,000 c.c.	24
87.02	Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles, other than those of heading No. 87.09):	
A	For the transport of persons and persons and goods (dual-purpose):	
1	With not more than 9 seats, including the driver's seat	68
2	Other	64
B	For the transport of goods or materials, including chassis fitted with a driver's cab:	
1	Specially designed for the transport of highly radio-active materials	64
3	Other, weighing:	
(a)	Less than 2,000 kg.	68
(b)	2,000 kg. or more	64
87.04	Chassis fitted with engines, for the motor vehicles falling within headings No. 87.01, 87.02 or 87.03:	
A	For the motor vehicles falling within sub-headings 87.02 A1 and 87.02 B3 (a)	68
B	Other	64
87.06	Parts and accessories of the motor vehicles falling within headings No. 87.01, 87.02 or 87.03	40
87.14	Other vehicles (including trailers), not mechanically propelled, and parts thereof:	
B 2	Trailers and semi-trailers	20
C	Parts	20
90.14 B ex 2	Ships' logs	16
90.16	Drawing, marking-out and mathematical calculating instruments, drafting machines, pantographs, slide rules, disc calculators and the like, measuring or checking instruments, appliances and machines, not falling within any other heading of this Chapter; profile projectors:	
A ex 3	Surface plates, for measuring	24
B	Measuring and checking instruments, appliances or machines, other than optical:	
3	Micrometers and other verifiers (the duty in pesetas to be not less than 200 nor more than 3,000 each)	25

(*Continued on next page*)

Spain (*Continued*)

Tariff Heading No.	Description	Import Duty
		Per cent.
5	Other, n.e.s.	24
D	Parts:	
1	Parts of drawing and marking-out machines, instruments and appliances	16
	The duty in pesetas not to be less than, kg.	400
2	Other	16
90.17 B 2	Medical, dental, surgical and veterinary instruments and appliances, n.e.s.	18
90.18 D ex 2	Artificial respiration apparatus	24
90.20 C	X-ray tubes	36
Ex 90.21	Artificial respiration apparatus designed solely for demonstrational purposes	20
90.22 ex A	Microdurometers	32
90.24	Instruments and apparatus for measuring, checking or automatically controlling the flow, depth, pressure or other variables of liquid or gases, or for automatically controlling temperature, not being articles falling within heading No. 90.14	32
90.28 C 3	Echo and supersonic sounders	32
90.29 ex B	Parts for echo sounders	32
91.01	Pocket-watches, wrist-watches and other watches, including stop-watches:	
A	With cases of gold or platinum, whether or not incorporating precious stones	12
B	Other, including those with cases of silver or rolled precious metals	9
91.11 ex B	Clock and watch parts, n.e.s., intended for repairs	36
94.02 A	Operating tables and medical chairs with elevating, rotating or reclining movements	32
Ex C	Accessories for operating tables	32
97.07 A	Fish-hooks	32

Opening of Global Quotas

THE LIST of Spanish global quotas for 1963 was published in the *Board of Trade Journal* of March 29, pages 732 and 735.

The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		U.S. dollars	
9	Inorganic chemical products	350,000	October 5
10	Organic chemical products	565,000	October 5
16	Condensation, polycondensation and polyaddition products	950,000	October 5
19	Non-liberalized wood manufactures	50,000	September 30
32	Tools, knives and cutlery	400,000	October 1
35	Non-liberalized engines and their parts	1,000,000	October 1
38	Radio and television receivers	125,000	October 1
39	Radio and television transmitters and transmitter-receivers	150,000	October 1
41	Non-liberalized parts and articles of carbon and graphite for electrical uses	250,000	October 1
48	Phonographs, dictaphones and other apparatus for sound recording and reproduction	50,000	October 1
49	Sound recordings	25,000	October 1

EUROPEAN ECONOMIC COMMUNITY

Sanitary Regulations for Trade in Fresh Meat Between Member States of the Community

IT HAS BEEN announced that the Council of the European Economic Community has approved a directive relating to trade between the member States of the Community.

The purpose of this directive is to facilitate the export of fresh meat from one member State to another. Detailed conditions are laid down for bringing export slaughterhouses and cutting rooms up to standard, and the regulation of meat-storage and transport. All member States are required to bring their legislation into line within twelve months of being notified of this directive. Exports from one member State to another of fresh meat are to be accompanied by a sanitary certificate issued by the appropriate veterinary authority in the country of origin.

The directive does not, however, affect members States' domestic provisions on antibiotics, estrogens, thyreostatics or tenderizers nor on the addition of extraneous matter to fresh meat or its treatment with ionizing or ultra-violet radiation.

BELGO-LUXEMBOURG ECONOMIC UNION

Import Duty Tariff Quotas

A BELGIAN Ministerial Order of August 23, 1963 (*Moniteur Belge* No. 170 of August 24), contains an amendment (reproduced below) to the list of goods to be admitted free of import duty up to an annual quota specified against each item when imported from *non-EEC* countries. Goods imported under a duty tariff quota may *NOT* be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported, except where the goods are the subject of an unlimited quantity quota. **The Order came into force from August 26, 1963.**

AMENDMENT

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)	
		Old (Prior to August 26, 1963)	New (From August 26, 1963)
ex 78.01 A	Unwrought lead, containing in weight at least 0·01% of silver and destined for refining ('work lead')	—	2,000

A previous notice on the Belgo-Luxembourg Import Duty Tariff quota in respect of 'Unwrought lead' was published in the *Board of Trade Journal* of March 29, 1963, page 736.

FRANCE

Global Quota for Live Sheep, Mutton and Lamb

THE FRENCH *Journal Officiel* of September 4, 1963, announced the opening of a quota for the import of live sheep (Tariff heading 01-04 A I ex b) and mutton and lamb (Tariff heading 02-01 A IV a ex 1) originating in and imported from all countries, with the exception of the member countries of the European Economic Community.

Imports will be confined to live sheep each weighing not more than 40 kilogrammes, destined for slaughter; and carcasses of mutton and lamb, fresh or chilled, but excluding frozen meat, weighing not more than 22 kilogrammes each.

Global import licences will be granted to the Société Interprofessionnelle du Bétail et des Viandes (SIBEV), 2 rue de la Michodière, Paris, 2e.

Importers should apply to the Société for import certificates, which will be granted within the global licences in accordance with conditions set out in a notice which importers may consult from September 4 at the Ministère de l'agriculture (direction des produits, sous-direction du commerce extérieur), 3 rue Barbet-de-Jouy, Paris, 7e, and at the offices of SIBEV. The period for which the certificates are valid will be laid down by SIBEV.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Global Quota for Molasses

THE FRENCH *Journal Officiel* of August 29, 1963, announced the opening of a quota for the import of sugar molasses (Tariff heading 17-03) originating in and imported from all countries of the convertible franc zone.

Applications for import licences, on form AC, will be received at the Ministere des Finances et des Affaires Economiques, Service des Autorisations Commerciales (importations), 8 rue de la Tour-des-Dames, Paris 9, from August 29 onwards, when they will be examined as and when they are received. Each application should be in respect of one country of origin and one exporting country and should be accompanied by pro-forma invoices in duplicate, prepared by the foreign seller or his qualified representative.

Licences issued after March 31, 1964, will be valid only up to September 30, 1964. This limited period of validity will be indicated on the licences.

France (*Continued*)

Global Quota for Live Horses for Slaughter

THE SAME *Journal Officiel* announced the opening of a quota for the import of live horses intended for slaughter (Tariff heading 01-01 A II) originating in and imported from the member countries of the former organization for European Economic Co-operation (with the exception of the member countries of the European Economic Community), the United States and Canada. Only importers who have imported these animals since January 1, 1960, may apply for licences.

The quota, covering the period September 16 to December 31, 1963, will be available in four instalments, the first covering the last fortnight in September and the other three covering a month each.

Applications for import licences for each instalment of the quota may be sent together to the Direction des Relations Economiques Exterieures, Service des Autorisations Commerciales (importations), 8 rue de la Tour-des-Dames, Paris 9, from August 29 onwards, when they will be examined as and when received. Licences will be valid only until the last day of the month for which they are issued; this limited period of validity will be indicated on the licence. Applications should be accompanied by a record of the imports effected since January 1, 1960.

Liberalization of Imports

THE SAME *Journal Officiel* published the following amendment to the list of goods remaining subject to quantitative restrictions when imported from the member countries of the former organization for European Economic Co-operation and their dependent overseas territories:

Add:

01-01 – Live horses, asses, mules and hinnies:
A. Horses
II. For slaughter.

The quantitative restrictions on this item are only applicable between September 1 and December 31 each year. For this year they become applicable on September 16.

The French texts of these notices may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

CANADA

'Made in Canada' Rulings

THE FOLLOWING RULINGS have also been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Disposable blood administration sets, disposable blood collecting (taking) sets and disposable solution administration sets, not including containers for the blood or solutions.

Automatic labelling machines for applying single body labels in sizes up to and including 6 in. by 6 in. and bottles, packages, etc., at speeds up to and including 250 per minute and in the cases of bottles and similar containers in sizes up to and including one imperial gallon.

Note: This ruling does not extend to automatic label machines designed to apply full wrap-around labels to canned goods and other containers.

(Rulings effective October 4, 1963.)

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-35-1 and D51-7-1 dated September 3, 1963.

THE FOLLOWING RULINGS have also been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Electric motor driven operators for elevator doors.

Cable layers also known as cable or wire plows for mounting on tractors or self-propelled machines for use in laying cable under the surface of the ground.

(Rulings effective September 30, 1963)

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-19-1 and D51-21-1 dated August 29, 1963.

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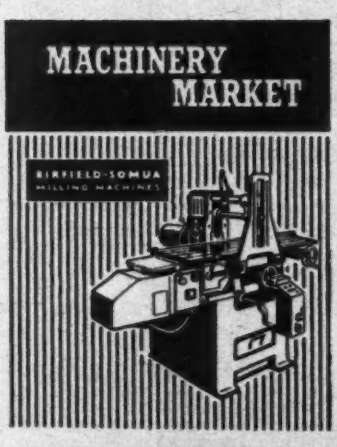

Like peas in a pod these two but one of them has just landed a coveted contract.

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CHILE

Import Regulations

THE *Board of Trade Journal* of January 25, page 230, reported that Chilean imports of capital goods which had been registered with the Central Bank of Chile before July 16, 1962, and imported in accordance with the provisions of Decree No. 5012, would be subject to the lower rates of import surcharge that were in force before that date. A further Decree No. 1773, published in the *Official Gazette* of July 22, adds the following paragraph to the original decree:

The percentages of tax surcharge in force prior to July 16, 1962, will also be levied on imports of capital goods expressly authorized by the Banco Central de Chile, prior to that date, against foreign credits obtained by the Chilean Government, Chilean Development Corporation (CORFO) or by the Banco Central de Chile for machinery which has to be specially manufactured for the importer, and always provided the goods were shipped or will be shipped within the period established by the Banco Central de Chile.

Amendments to Import List

THE FOLLOWING amendments should be made to the list of Chile's Permitted Imports published in the *Board of Trade Journal* of July 6, 1962, page 50. Further amendments have appeared frequently in later issues.

Section	Group	Item	% of Tax Surcharge	Category of deposit
IX	46	Viomycin, for injection	—	A
		Chlorhexidine pessaries	5	A
XI	62	Other electric motors, not specified, excepting those which appear on the Prohibited List, and single-phase motors from 1 h.p. to 1½ h.p.	10	B
	63	Electric bulbs for motor vehicles	—	B
	63	Batteries of special types, cylindrical, rechargeable or not, of not more than 1·5 volts, for hearing aids, diameter 7·5 mm. to 15·5 mm. and height 3 mm. to 29 mm.	50	B
	72	Endless rubber bands, embossed, for making date stamps	30	B
XIII	79	Ribbons of carbon for electric typewriters, in rolls, up to 10 mm. wide	10	B
	79	Magnetic ribbons with musical recordings or sound effects, for arranging radio programmes, destined to the phonographic industries and broadcasting stations	50	C
		Pieces and parts for office machinery	50	B
	81	Felt ribbons, waterproofed, interlocked or not, with strips of aluminium or plastic, up to 25 mm. in width, for doors and windows	100	C

ARGENTINA

'Aforos' for Imports

ARGENTINE CUSTOMS Administration Resolutions establish the following index prices ('Aforos') on which the surcharges and duties will be assessed. The ('Aforo') system was explained in the *Board of Trade Journal* of November 10, 1961 (page 994).

Resolution No. 660

Tariff No.	Item	Value C. & F. U.S. Dollars	Appraisement Unit
1799-1800 1801-1802	Dies, moulds and punches for industrial purposes of up to 100 kilos weight	6·00	Net kilo
1799-1800 1801-1802	Do. do. of more than 100 kilos and up to 500 kilos	4·00	Net kilo
1799-1800 1801-1802	Do. do. of more than 500 kilos	2·00	Net kilo

Resolution No. 661

335	Whisky in general	1·40	Per litre
334	Malt whisky in general	1·14	Per litre

Resolution No. 676

4264 bis	Potassium fluoride	860·00	1,000 kilos net

PERU

Imports of Cement

PERUVIAN LAW No. 14628 of August 9 decrees that imports of cement may be freed from the payment of import duties and other *ad valorem* charges, either in whole or in part, whenever it is considered necessary by the Peruvian authorities.

BRAZIL

Import Regulations

INSTRUCTION No. 242 issued by the Brazilian Superintendency of Money and Credit (SUMOC) restricts imports of machinery and equipment which are financed by foreign supplier credits or imported as capital investments without exchange cover. The main provisions of the Instruction are:

(a) All machinery and equipment imported under the two categories mentioned above must be for the installation or supplementation of projects of real interest to Brazil's economic development,

(b) for imports covered by foreign financing a repayment period of not less than seven years will be required with amortization to begin after the second year,

(c) imports of machinery and equipment which can be supplied satisfactorily by Brazilian industry will not be allowed in any form.

INSTRUCTION No. 243 resolves that the following foreign exchange operations will not be subject to prior deposit payments (see *Board of Trade Journal* of May 10, 1963, page 1106):

(a) for imports of goods originating in countries of the Latin American Free Trade Area,

(b) for certain imports and financial transfers to be specified periodically in a list published by the Exchange Department of the Bank of Brazil,

(c) for imports and financial transfers made by Federal, State and Municipal Authorities. Operations in this group will require the prior authority of SUMOC and the Bank of Brazil.

Fiscal Dollar Rate

THE BRAZILIAN fiscal dollar rate, to be used for the calculation of *ad valorem* customs duties, will be 584.81 Cruzeiros to the United States dollar during the month of September.

VENEZUELA

Import Licences and Duties on Distilled Alcoholic Beverages

A DECREE WAS published in Venezuela on September 3, 1963, to take effect immediately, abolishing import licences on whisky and modifying duties as follows:

Item No.	Description	Duty in Bolivars
	Liqueurs and cordials including alcoholic compounds and other distilled alcoholic beverages not elsewhere specified:	
112-04-03-4	Whisky: Rye or bourbon	3·00
112-04-03-5	Whisky not elsewhere specified:	
	(a) In casks	3·00
	(b) In other containers	3·00

Import Licences for Cookers and Heaters

THE VENEZUELAN MINISTRIES of Finance and Development have passed a resolution effective from August 20, 1963, announcing the imposition of import licences on the following articles:

Item No.	Description	Duty in Bolivars
699-22-02-2	Cookers and heaters of all kinds (not electric) and roasters	Free
699-22-09	Accessories and spare parts not elsewhere specified	0·05

NEW ZEALAND

Customs Tariff Review of Some Machinery

THE NEW ZEALAND Ministry of Customs has announced a further list of items included in the review of the decisions of the Minister approving the admission of certain machinery under Item 352 of the former Tariff (although the new Tariff came into force on July 1, 1962, provision was made for the continuation of these concessions until June 30, 1964). See *Board of Trade Journal*,

(*Continued on next page*)

New Zealand (*Continued*)

July 12, 1963, page 112, July 26, 1963, page 227, and August 16, 1963, page 372, August 30, 1963, page 478.

Some machinery approved under Item 352 which is subject to the same or lower rates of duty in the present Tariff will revert to the substantive items from September 26, 1963.

Anyone wishing to make representations for or against any of the remaining machinery being approved for further concessionary entry under the present Tariff (Part II, Items 10.1 and 10.2) should do so in writing to the Comptroller of Customs, Wellington, on or before September 26, 1963, clearly marking submissions '352 review' and quoting the relevant decision in full. Separate submissions should be made under each decision reference.

Items from the following classes of goods are covered by this review:

Lacquering or coating machines for coating metal sheets and containers.
Lampshade assembly units.
Lampshade braid glueing machines.
Laundry and dry cleaning machinery and equipment, including brushing machines, drying machines, folders, forms, frames, glove finishing machines, ironing machines, tables, collar tubes, tumblers, hydro-extractors.
Leatherworking machinery.
Locomotives, steam, articulated.
Malt conveying plant.
Malt polishing machines.
Margarine workers.
Mattress making machinery.
Meatworks appliances.
Mixing and stirring apparatus.
Mops and bobs.
Motors, electric outboard marine.
Motors or cylinders, compressed air.
Moulds and mandrels for packing bitumen.
Mountings, anti-vibration, for machinery.
Mountings, universal, for machines, radios, typewriters, etc.
Oil refiners for reconditioning used lubricating oil.
Ovens for preheating plastic material prior to moulding.

Further details of the items concerned and details of the substantive tariff rates can be seen at Room E.54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Trade Associations thought to be interested have been informed, and it is suggested that any British firm wishing to make representations might get in touch with its trade body.

Firms proposing to submit independent representations and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2611), quoting reference C.R.E. 8080G.

Any British firm or Trade Association intending to make representations is asked to advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1.

1963 - 4 Import Licensing Schedule

IN THE New Zealand 1963-4 Import Licensing Schedule many other important raw material requirements of industry were added to those goods already covered by Category A (see *Board of Trade Journal* of April 5, page 803). There is a basic allocation of 75 per cent 1962-3 licences for such goods and additional licences may be issued against actual need as demonstrated by sales or usage in manufacture by the licence holder.

Because of the number of applications for additional licences, in many cases, far exceeding value of basic licence, the Government has reviewed the situation and the Customs Department has issued a memorandum (No. 1963/31) explaining in greater detail what information is required and how applications for additional licences for goods in Category A will now be considered. In addition details have been given of items where, because the dangers of over-importation and stockpiling will be considerable, a more thorough check will be made when considering applications for licences. These items are:

Item Code	*Description*
58.01	Plastic powder, granules, flakes, blocks, etc.
58.15	Plastic plates, sheet, strip, etc., unprinted, etc., other kinds.
65.14	Textile fabrics woven of cotton, linen, jute, etc.
68.04	Unrefined copper, master alloys, etc.
68.05	Wrought plates, sheets, strip, tubes, etc., of copper or copper alloy.
68.10	Unwrought aluminium.
71.39	Industrial sewing machines.

Further details can be seen at Room E.54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 469).

CEYLON

Import of Engineering Stores

IMPORT CONTROL Notice No. 34/63 issued by the Ceylon Controller of Imports and Exports on August 9, 1963 amends the schedule of engineering stores for which additional import allocations are to be granted.

Customs Classification Code Nos.	Quota Items
The following items to be deleted:	
716-09.03	Engines, n.e.s., parts and other engine parts.
716-13.60	Atomizers, sprayers and equipment and parts for insect and pest control.
The following items to be included in the Schedule:	
716-15	Metal cocks and ball valves, liquid flow regulators.
The description of the first item and the one before the last item to read as follows:	
711-05	Parts of Stationary Internal Combustion Diesel and Semi-Diesel engines.
721-19.99	Parts of electrical machinery, apparatus and appliances for industrial use.

Importers were also advised that orders for any of the deleted items placed against pending import licences to be reported by August 16, 1963. The schedule referred to above was published in the *Board of Trade Journal* of June 7, 1963 (page 1310).

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SINGAPORE

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable that the Singapore Government propose to declare the following industry and product to be a Pioneer Industry and Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industry	Products
Manufacture of buttons	Buttons, all types.

This notice means that the Minister of Finance is satisfied that the product mentioned above should be made in Singapore. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Singapore Income Tax for a period of five years. Any person may object to the making of the proposed Order by giving notice in writing to the Minister of Finance on or before September 30, 1963.

Further inquiries about the Pioneer Industries Legislation may be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2317), quoting reference C.R.E. 6197/2G.

Further Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable that the Singapore Government have declared the following to be a Pioneer Industry and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industry	Products
Constructional clay products manufacture.	(i) Ornamental heavy clay products (except facing bricks)
	(ii) Machine-pressed clay roof tiles.

A preliminary notice of the intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal* of March 1, 1963, page 540. Further inquiries about the Pioneer Industries legislation may be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2317), quoting reference C.R.E. 6197/2G.

Import Licensing Regulations

THE BOARD OF TRADE have been informed by cable from Singapore that with effect from September 2, 1963, the First Schedule to the Open General Licence No. 1 of 1961 is amended as follows:

(A) The importation of the following commodities into Singapore from all sources is no longer subject to specific licensing or quantitative control:
- (i) cotton wool and other surgical dressings;
- (ii) sanitary towels, sanitary napkins and napkins for babies;
- (iii) talcum powder;
- (iv) rubber shoes (footwear with outer soles of rubber and uppers of textile materials).

(B) The importation of the following commodities into Singapore from the Federation of Malaya is no longer subject to specific licensing or quantitative control:
- (i) torchlight and transistor radio batteries and radio pack batteries;
- (ii) monosodium glutamate.

Increase in Bullion Packets Permitted Abroad

The General Post Office announce that from September 12 the maximum value of coin, gold and silver bullion and partly manufactured silver which may be sent abroad by post in one packet has been increased to £200.

EEC's Agricultural Policy

A booklet explaining why the Common Market needs an agricultural policy, what the objects of that policy are and what moves have been made to put it into effect has been published by the European Community Information Service. Entitled 'A Common Market for Agriculture', free copies are available on request from 23 Chesham Street, London, S.W.1.

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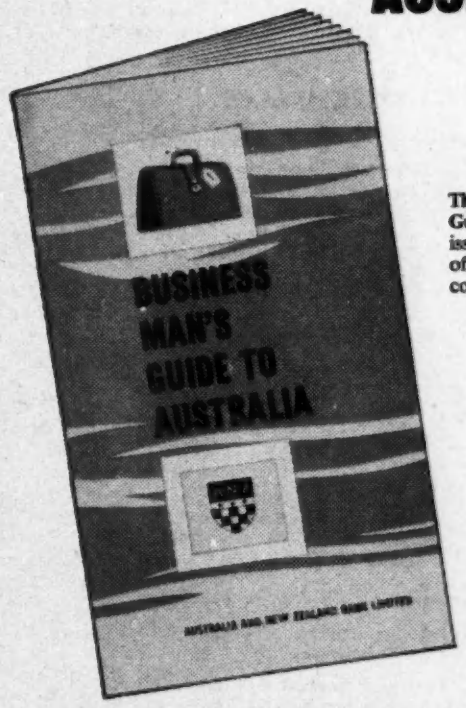

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FEDERATION OF MALAYA

Pioneer Industries Ordinance, 1958

THE GOVERNMENT of the Federation of Malaya has announced that the following industry and products have been declared a Pioneer Industry and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	Products
Made-up Textile Manufacture	(i) Jute Bags. (ii) Jute Ropes. (iii) Tarpaulins. (iv) Canvas.

The proposal to designate these products was announced in the *Board of Trade Journal* of June 28, 1963, page 1483.

All inquiries regarding this notice should be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2317), quoting reference C.R.E. 1236/4/G.

SEYCHELLES

Customs Tariff Amendments

THE SEYCHELLES Government Supplement of June 3, contains a copy of the Customs Tariff (Amendment) (No. 2) Regulations 1963 which amends the Customs Tariff as follows:

Description of Goods	Duty how chargeable	Rates of Duty	
		General	Preferential
		Rs. cts.	Rs. cts.
2. Ale, beer, cider, perry and porter:			
(a) In cask	Per hecto litre	85 00	67 00
31. Electrical apparatus and articles:			
(a) Stoves and other non-motorized household equipment	*Ad val.*	25%	10%
(b) Other kinds not elsewhere specified in this tariff	*Ad val.*	33⅓%	17%
41. Gramophone records:			
(b) Speed 45	Per record	1 50	1 25
(c) Speed 33	Per record	4 00	3 75
New item:			
54A Metal mirrors	*Ad val.*	33⅓%	17%

AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New and Amended By-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
ARTIFICIAL RESINS AND PLASTIC MATERIALS being polymerization and copolymerization products of the vinyl and vinylidene types, viz.:		
Of vinyl chloride copolymers of the anti-static type, otherwise classifiable under Tariff Item 368 (A) (1) (c) (2), for use in the manufacture of biscuit suitable for use in the manufacture of sound reproduction discs, under security	368 (A) (1) (a)	Free
Of vinyl chloride polymers and copolymers, otherwise classifiable under Tariff Item 368 (A) (1) (c) (2) or (3), for use in the manufacture of paints, enamels or varnishes, under security		
Of vinyl polymers and copolymers, otherwise classifiable under Tariff Item 368 (A) (1) (d) (i.e., other than vinyl chloride polymers and copolymers), but not including vinyl acetate polymers and copolymers in emulsion form		
BACTERIOLOGICAL PRODUCTS AND SERA: The By-law relating to these goods under Tariff Item 284 (A) is amended by adding to the list of goods excluded the following:		
Sera:		
Pulpy kidney antiserum.		
Vaccines:		
Diphtheria – tetanus mixed vaccine.		
Influenza virus vaccine (polyvalent).		
Tetanus toxoid (purified).		
Tetanus toxoid (purified, aluminium phosphate absorbed).		
Veterinary vaccines:		
Botulinum vaccine.		
Brucella bortus strain 19 vaccine (living).		
Contagious pustular dermatitis vaccine (living).		
Fowl pox vaccine (living).		
Infectious laryngotracheitis vaccine (living).		
Leptospira vaccine (bivalent).		
Pigeon pox vaccine (living).		
Pulpy kidney vaccine.		
Pulpy kidney – tetanus mixed vaccine.		
Tetanus toxoid (alum precipitated).		
and by deleting from the list the following:		
Veterinary vaccines:		
Bang's bacillus vaccine, living – a prophylactic against contagious abortion, for use in bovines.		
FITTINGS:		
Metal of the full swivel type, i.e., fittings of the type in which the metal hooks can move freely and without restriction in three planes, of types used in key wallets	449 (A) (1)	Free
MACHINERY AND APPLIANCES:		
Tools, interchangeable, otherwise classifiable under Tariff Item 176 (F) (2) (d) (5), designed solely or principally for use with portable pneumatic hand tools		
METALS:		
Tungsten or tungsten alloy radiused discs		
OILS, otherwise classifiable under Tariff Item 226 (C) (2):		
For use, otherwise than as lubricating oil, as or in the compounding preparation or manufacture of:		
Automatic transmission fluid	226 (C) (1)	Free
REFRIGERATING APPLIANCES AND PARTS THEREFOR:		
Valves, expansion, automatic.		
Valves, expansion, thermostatic, having a refrigeration capacity exceeding five tons of refrigeration provided that, for the purposes of this reference the term 'refrigeration capacity' in tons shall be taken as the manufacturers' rated capacity based on:		

(*Continued on next page*)

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Australia (*Continued*)

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
(a) The use of the refrigerant freon; and (b) The operating conditions of 100°F saturated liquid temperature and +40°F suction, temperature	449 (A) (1)	Free
SURGICAL AND DENTAL AND VETERINARY INSTRUMENTS AND APPLIANCES: The By-law relating to Surgical and Dental and Veterinary Instruments and appliances, etc., under Tariff Item 419 (C) (2), as published in the *Board of Trade Journal* of October 9, 1959 (page 508) and subsequently amended, is further amended as follows: *Add* to the list of goods *excepted* from admission under Item 419 (C) (2) the following: Pacemakers but not excepting implantable cardiac pacemakers. Orthodontic instruments and appliances viz: Pliers.		
TEXTILE FABRICS: For use otherwise than as toe puffs in the manufacture of boots, shoes and slippers, under security. The By-law relating to such goods covered by Tariff Item 327 is amended by adding to the table Tariff Item 464 (C) (6) (g). Woven fabrics of plain weave, not being of terry or other pile weaves or of huckaback or honeycomb weaves, in widths not exceeding 36 inches and not exceeding 8½ ounces per square yard of cotton or in chief part by weight cotton or of flax or in chief part by weight flax, bleached or unbleached, not printed, dyed or coloured, for use in a factory in the manufacture of tea towels, under security	449 (A) (1)	Free
WIRE: Steel: Hardened and tempered for use as bristles in the manufacture of brushware other than side brooms for power sweepers, under security.		

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

FLUORSPAR, acid or ceramic grade	431	15s. 0d. per ton Primage duty 5% *ad val.*
HAND TOOLS: Orthodontic pliers	219 (B)	27½% *ad val.*
HOOKS, metal, on metal fixtures for key wallets	208 (A) (2) or 376 (C)	27½% *ad val.* or 17½% *ad val.*
NARROW WOVEN FABRICS, including weftless: Elastic narrow fabrics exceeding six inches in width, the elastic effect being produced by polyurethane yarns. Uninked, woven in widths not exceeding 12 inches in width, for use in the manufacture of ribbons used in typewriters or other machines or instruments for the reproduction of letters, figures or characters, under security.	482 (B) (6)	Various
PAPER AND PAPERBOARD: Otherwise classifiable under Tariff Item 335 (A) (2) (d), 335 (A) (4) or 335 (A) (5). Printing paper having a substance not exceeding 205 grammes per square metre: Litho, one-sided calendered	335 (A) (4) or (A) (5)	Various
SURGICAL AND DENTAL AND VETERINARY INSTRUMENTS AND APPLIANCES: Forceps, viz.: Artery, of the following types: Criles, Harrison Cripps, Kochers, Mosquito, Spencer Wells, Tonsil. Dissecting and tissue, two piece spring type, 5 inches to 11 inches, both sizes inclusive. Sponge. Sterilizer.	419 (D) (1)	27½% *ad val.*
TEXTILE FABRICS, not otherwise classifiable under Tariff Item 482 (B): Elastic piece-goods exceeding six inches in width, the elastic effect being produced by polyurethane yarns	Various	Various
TEXTILE FABRICS WOVEN, of or in chief part by weight of cotton, unbleached, not printed, dyed or coloured, otherwise classifiable under Tariff Item 464 (C) (5) (b): For use in the manufacture of polishing buffs under security.		
TUBING, glass, not further manufactured than formation into straight tubes	243 (A)	12½% *ad val.*

Specific rates are shown in Australian currency: £A125 = £100 Sterling.

THIS BOOKLET entitled "New Business in Australia" has been specially compiled to assist companies considering the extension of their activities to Australia. Its contents include information on such questions as Company Law, Taxation, Import and Export Controls, Patents, Trade Marks, Finance etc. Copies of the booklet are available at any of our Offices. Please call, write or telephone. We are equipped to furnish any further information and details desired.

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AUSTRALIA

Details of Tariff Changes

DETAILS are given below of changes made in the Australian Tariff by Customs Proposals which came into effect on August 30, 1963. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most Favoured Nation	General	British Preferential	Most Favoured Nation	General
175	(F) Tools for working in the hand with self-contained (i.e. built-in) electric motor or vibrator, viz.:						
	[(1) Cloth cutting machines *ad val.*	22½%	30%	30%		No change (Under new Item 175 (F) (1) (a))	
	(2) Stone and coal drilling machines] *ad val.*	12½%	25%	30%		No change (Under new Item 175 (F) (1) (b))	
	(1) *(a) Cloth cutting machines* *ad val.*	No change (Under former Item 175 (F) (1))			22½%	30%	30%
	(b) Stone and coal drilling machines *ad val.*	No change (Under former Item 175 (F) (2))			12½%	25%	30%
	(2) *Vibratory massagers:*						
	(a) As prescribed by Departmental By-laws *ad val.*	20%	32½% (Under Item 175 (F) (3) (b))	32½%	Free	7½%	7½%
	(b) Other *ad val.*	No change (Under Item 175 (F) (3) (b))			20%	32½%	32½%
232	(E) Synthetic oils and preparations in volatile organic solvents containing synthetic resins, in a form suitable for use in the manufacture of paints, enamels or varnishes:						
	(4) Containing not less than 50% by weight of condensates and polycondensates of 2:2-di-(p-hydroxyphenyl) propane, *i.e.* bisphenol A, and epichlorohydrin:						
	(a) Such condensates or polycondensates being resins which are not in solid form *ad val.*	5%	25%	25%	15%	35%	40%
	(b) Other *ad val.*	(Under former Item 232 (E) (4))			5%	25%	30%
280	Drugs and chemicals, viz.:						
	(Q) 2:2-di-(p-hydroxyphenyl) propane, *i.e.* bisphenol A per lb.	9d.	9d.	9d.	11d. and *ad val.*	11d.	11d.
	less *ad val.*	17½%	—	—	—	10%	15%
367	Artificial resins and plastic materials:						
	(A) Condensation, polycondensation and poly-addition products, whether or not modified or polymerized and whether or not linear, of the epoxy type:						
	(1) Emulsions, solutions, pastes, powders, granules, flakes, lumps and similar forms, including moulding compounds, not covered by Item 232 (E) or Item 255 (B) (1); waste and scrap:						
	[(b) Condensation and polycondensation products of 2:2-di-(p-hydroxyphenyl) propane (bisphenol A) and epichlorohydrin, whether or not modified or polymerized] *ad val.*	7½%	25%	25%	Various See new Items 367 (A) (1) (b) (1) and (A) (1) (b) (2) below.		
	(b) Of condensation and polycondensation products of 2:2-di-(p-hydroxyphenyl) propane, i.e. bisphenol A, and epichlorohydrin, whether or not modified or polymerized:						
	(1) *Being resins which are not in solid form or products in which the resins are not in solid form* *ad val.*				17½%	35%	40%
	or { *per lb.*				1s. 9d.	1s. 9d.	2s. 1d.
	{ *less ad val.*				17½%	—	—
	whichever rate returns the higher duty.						
	ad val.	7½% (Under former Item 367 (A) (1) (b))	25%	25%			
	(2) *Other* *ad val.*				7½%	25%	30%
	or { *per lb.*				1s. 3d.	1s. 3d.	1s. 8d.
	{ *less ad val.*				17½%	—	—
	whichever rate returns the higher duty.						

Note: Specific rates are shown in Australian currency: £A125 = £ Sterling100.

LEBANON

Customs Tariff on Baby Food Milk

THE CUSTOMS DUTY on baby food milk has been reduced from 25 per cent to 11 per cent under Decision No. 1392 of the Lebanese Customs law. Numerous other amendments have been made to the tariff, details of which can be seen on application to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460) to whom all inquiries concerning this notice should be addressed.

Licensing Regulations

THE IMPORT into the Lebanon of medical, dental, surgical or veterinary furniture (for example, operating tables, hospital beds with mechanical fittings); dentists' and similar chairs with mechanical elevating, rotating or reclining movements and parts of the foregoing articles is now permitted without restrictions.

Inquiries about this notice should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460).

TANGANYIKA

Export Duty on Tea and Sisal

DETAILS WERE GIVEN in the *Board of Trade Journal* of December 14, 1962, of the Export Duty imposed on tea and sisal by the Government of Tanganyika under Government Notice No. 480. Government Notice No. 288 published in the Tanganyika *Government Gazette* of June 18, 1963, amends that notice by deleting the items and substituting therefor the following items:

Commodity	Duty
Sisal (that is to say, the processed, machined or carded fibre or tow of the plant *Agave Sisalana* or other species of *Agave* or its hybrids).	(a) On all sisal of or exceeding the value of £75 per ton, but not exceeding the value of £100 per ton . . . *ad valorem* 5 per cent; (b) on all sisal exceeding the value of £100 per ton, but not exceeding the value of £110 per ton . . . per ton £5 plus 10s. for every £1 (and *pro rata* for every additional shilling) by which the value thereof exceeds £100; (c) on all sisal exceeding the value of £110 per ton, but not exceeding the value of £125 per ton . . . per ton £10 plus 20 shillings for every £1 (and *pro rata* for every additional shilling) by which the value thereof exceeds £110; (d) on all sisal exceeding the value of £125 per ton . . . *ad valorem* 20 per cent. For the purpose of this item, the value of the commodity is the value of the appropriate grade or description of the commodity f.o.b. or if exported by land f.o.r., at the place of export, less any cess paid on the consignment under the Sisal Industry Ordinance.
Tea (that is to say, the leaf of the plant Camellia Thea (link), Tea (Sinensis) (L), and made tea).	10 cents per lb. net weight and *pro rata* for every part thereof.

I.M.F. Annual Report

The 1963 annual report of The International Monetary Fund has been published. Inquiries for copies—International Monetary Fund, Washington, D.C., U.S.

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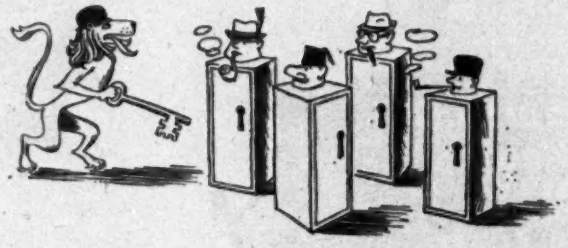

Q What are the best ways of selling my products overseas?

A (i) We can advise you on the methods most appropriate to your business.

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REPUBLIC OF SOUTH AFRICA

Customs Tariff Changes

GOVERNMENT NOTICE R.1204, published in the Republic of South Africa *Government Gazette* of August 9 set out certain amendments to the Customs Tariff with effect from that date. Details of these changes were given in the *Board of Trade Journal* dated August 23, 1963. The Government Notice also reclassified certain items, with effect from August 9, and the consequential Customs Tariff changes are as follows:

Mules have been transferred from tariff item 1 (c) to item 1 (e), and now enter free of duty from all sources instead of at 1,000 cents each as previously.

Cotton ham wrappers have been transferred from tariff item 59 (3), which has been deleted, to item 76 (7). The duty becomes 5 per cent *ad valorem* and in addition 12½ per cent *ad valorem*, if the free-on-board price does not exceed 20 cents per yard, and 22½ per cent *ad valorem* if the free-on-board price exceeds 20 cents per yard. Previously the goods were free of duty.

Plastic insect screening has been transferred from tariff item 60 (6), which has been deleted, to item 78 (12). The duty becomes 10 per cent *ad valorem* from all sources instead of 5 per cent *ad valorem* as previously.

Metal fittings for trawl boards have been transferred from tariff item 74 (b) to item 156 (b), but remain free of duty from all sources.

Yarns for making carpets and floor rugs have been transferred from tariff item 80 (3) (c) to items 76 (3), 77 (3), 77 (6), 78 (4), 78 (5) and 79 (3) as appropriate. The duties range up to 15 per cent *ad valorem* instead of 5 per cent *ad valorem* as previously, but provision has been made by Government Notice R.1207 for a rebate of duty under item 453 of the Second Schedule of the Customs Tariff. The rebate is to the extent of the intermediate duty for yarns containing more than 50 per cent by weight of wool, and the whole duty less 5 per cent *ad valorem* for other yarns.

Jute gasketting has been transferred from tariff item 81 (3) (c), which has been deleted, to item 335 but the duty remains at 20 per cent *ad valorem* from all sources.

Battery shoes and dies have been transferred from tariff item 85 to item 118 (c), but continue to enter free of duty from the United Kingdom.

Copper alloy detonator tubes have been transferred from tariff item 121 (b) (iii) to item 310 (c). The duty becomes 20 per cent *ad valorem* from all sources. Previously the goods were free of duty.

Lethal chambers for the destruction of animals have been transferred from tariff item 141 (4), which has been deleted, to item 335. The duty becomes 20 per cent *ad valorem* from all sources. Previously import was duty-free.

Tower structures fixed to or for affixing to vehicles for the maintenance of street overhead electric lighting and power systems have been transferred from tariff item 148 (3) to items 122 (k) or 335 as appropriate. The duty becomes 20 per cent *ad valorem* from all sources instead of 3 per cent *ad valorem* as previously.

Aluminium roofing shingles and clay roofing tiles have been transferred from tariff item 186 (e) to item 186 (f). The duty becomes 20 per cent *ad valorem* from all sources. Previously import was duty-free.

Sawdust, husks or other waste substances and paper shavings, intended and suitable for use only as packing material have been transferred from tariff item 267 to item 335. The duty becomes 20 per cent *ad valorem* from all sources. Previously import was duty-free.

Wooden bungs have been transferred from tariff item 277 (2) to item 279 (c). The duty becomes 20 per cent *ad valorem* from all sources. Previously import was duty-free.

Further Customs Tariff Changes

DETAILS WERE given in the *Board of Trade Journal* of August 23, page 433, of Government Notice No. R.1201 setting out tariff amendments on certain yarns, threads and twists.

Government Notice No. R.1325 published in the Republic of South Africa *Government Gazette* of August 30, amends that Notice by the deletion, in sub-paragraph (ii) of paragraph (5) (b) of item 78, of the percentage sign after the figure '30'.

FEDERATION OF RHODESIA AND NYASALAND

Application for Increased Duty

THE BRITISH TRADE Commissioner at Salisbury reports that an application has been received by the Ministry of Commerce and Industry for an increase in the Customs duty applicable to pesticides in aerosol containers. The requested increase in duty is 10 p.c. in all columns.

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm desiring to make representations to the Ministry of Commerce and Industry and belonging to a trade organization, should get in touch with that body in the first instance.

Firms proposing to make independent representations to the Federal Authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 11176/63.

The closing date for the receipt of such representations by the Federal Ministry of Commerce and Industry is September 27, 1963.

Application for Increased Duty on Rose Plants

DETAILS WERE GIVEN in the *Board of Trade Journal* of August 30, 1963 (page 486) of an application for increased duty on rose plants when imported into the Federation of Rhodesia and Nyasaland.

The British Trade Commissioner at Salisbury has now reported that the application has been withdrawn.

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Manchester Airport	MERcury 2331	Leicester	29456
Southampton	25033	Stoke-on-Trent	47021
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SIERRA LEONE

Imports of Crown Corks

GOVERNMENT NOTICE No. 831 published in the *Sierra Leone Gazette*, August 15, 1963, announces that, with effect from November 1, 1963, all Crown Corks imported into Sierra Leone for Importer's own use in the bottling of liquids, whether Potable or Non-potable or edible, must be conspicuously marked with either:

(a) the brand of the commodity,

or

(b) the proprietor's name,

or

(c) the description of the commodity for which they will be used, e.g.:

(a) '7 up' or 'STAR' or 'PARROT BRAND' etc., etc., as the case may be

or

(b) P.Z. and Company or T. Choithram, etc., etc., as the case may be

or

(c) Wine or Groundnut Oil, etc., etc., as the case may be.

Crown Corks as above, imported into Sierra Leone on or after November 1, 1963, and which are not so marked, and other Crown Corks imported for counter sale will pay the higher or highest rate of duty prevailing at the time on Crown Corks.

Invoices

GOVERNMENT NOTICE No. 832 also published in that Gazette announces that, with effect from November 1, 1963, all invoices in support of goods imported into Sierra Leone must bear the Supplier's or Manufacturer's letter head at the top and his seal or stamp against his signature or that of his representative at the bottom.

Invoices produced on or after the aforementioned date which do not carry the foregoing requirements are likely to be rejected, and in such cases the goods will not be released by H.M. Customs and Excise without a substantial deposit being taken pending compliance with the requirements.

REPUBLIC OF SENEGAL

Prohibition of Imports

THE SENEGALESE *Journal Officiel* of August 17, 1963, published a decree which prohibits the importation of vehicles of the 'express motor coach' (*cars rapides*) type (tariff numbers Ex 87-02 A2 and ex 87-02 B4), which conform approximately to the following specifications:

Weight: 1,400 kilogrammes
Power: 12 fiscal H.P.

Exceptionally, import licences for these vehicles may be granted where they are for Government use. Vehicles *en route* direct to Senegal or held in Customs on the date of publication may be exempted from the provisions of this decree.

The French text of the decree may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

B.O.T. Departments, Overseas Officers and Commercial Inquiry Officers

	Last published in Board of Trade Journal
British Commercial Representatives Overseas	28 June 1963
Board of Trade Departments . . .	3 Aug. 1962
Board of Trade, Regional Organization .	9 Aug. 1963
E.C.G.D. Local Offices	30 Aug. 1963
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	24 May 1963
U.S. Consular Offices in the U.K. . .	21 July 1961

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The views expressed in contributions to the Journal emanating from other than official sources are not essentially those of H.M. Government.

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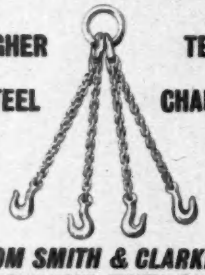

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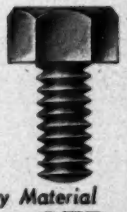

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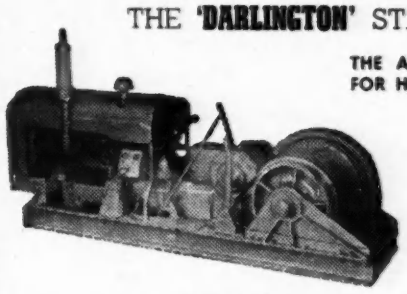

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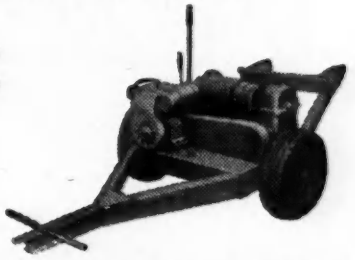

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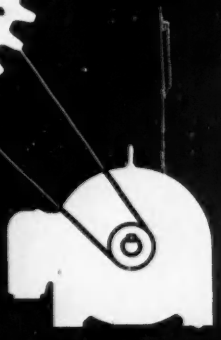

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THE CITY OF STEEL SELLS TO SPAIN

SUPERMERCADO de Narvaez, a family concern, is one of Madrid's most successful supermarkets, and a showplace for canned foods. Of Spain's three big can manufacturers, two obtain about half their tinplate from The Steel Company of Wales, and the third about 80%.

Behind Spain's idyllic holiday façade is a changing society and an economy set for expansion. Since 1959 the Spanish authorities have pursued an outward-looking economic policy, encouraged by international aid and study groups and by a desire to join the Common Market.

Internally, too, things are moving: the Government last year increased substantially the wages of all low-paid workers, a stable middle class is growing and there is increased industrial investment.

Britain is Spain's best trading partner, taking nearly a fifth of her total exports, while her imports from Britain rose steeply in 1962. Among these imports were sheet steel and tinplate from The Steel Company of Wales.

Last year the "City of Steel," the great steelworks at Port Talbot, achieved world exports worth £35 million in the face of heavy competition. This amounted to 45% of all Britain's sheet steel exports and 75% of her tinplate exports.

Familiar figures in the Plaza de España, Madrid, backed by Spain's tallest building

REAL MADRID fans will recognize star Puskas illuminated by the 480 floodlights of the Estadio Santiago Berabeu. The three transformers were manufactured by Fabrica Electrotecnica Chamartin using special electrical steel from the Newport Division of The Steel Company of Wales.

HOT LUNCH COSTS 3d (2 pesetas) for workers in this canteen, subsidized by a group of factories. In canteens and homes all over Spain you find cookers, refrigerators and other domestic equipment made by firms like Talleres Ulgor SA, using sheet steel from The Steel Company of Wales.

SPANISH TIDDLYWINKS

"Chapas" came in with metal bottle tops, and is a game with endless variations. Spain's biggest makers of crown corks (for orthodox use) are Industrias Metálicas Vizcainas. They buy nearly all their tinplate from The Steel Company of Wales, who supply about three-quarters of all tinplate used for this purpose in Spain.

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